

B R I D G I N G

I N T O T H E

F U T U R E

1999 ANNUAL REPORT



# M I S S I O N

## S T A T E M E N T

*The mission of the California State Department of Financial Institutions is to serve the people of the State of California by providing the best, highest-quality, state-of-the-art supervision of the State Regulatory and Supervision System for commercial banking, savings and loan associations, credit unions, industrial loan companies (thrift and loans), trust companies and special licensees (issuers of travelers checks and money orders and transmitters of money abroad). Such supervision and regulation should:*

- Provide leadership in regulatory matters;*
- Maintain the safety and soundness of a strong and competitive financial services system;*
- Be responsive to the needs of its licensees;*
- Protect the interests of depositors, creditors, customers and security holders of licensees; and*
- Be performed in an efficient, quality-conscious, cost-effective, competitive and businesslike manner.*

Alcoholic Beverage Control  
Department of Corporations  
Department of Financial Institutions  
California Highway Patrol  
California Housing Finance Agency  
Department of Housing & Community Development

Department of Motor Vehicles  
Department of Real Estate  
Office of Real Estate Appraisers  
Stephen P. Teale Data Center  
Office of Traffic Safety  
Department of Transportation (Caltrans)

GRAY DAVIS  
*Governor*

STATE OF CALIFORNIA

MARIA CONTRERAS-SWEET  
*Secretary*



## **BUSINESS, TRANSPORTATION AND HOUSING AGENCY**

### **TO THE COMMUNITIES OF CALIFORNIA'S FINANCIAL INSTITUTIONS**

Diversity is the keynote in the success of California's financial services industry—the ability to respond to people from varied backgrounds with a myriad of financial needs. From a new technology firm looking for venture capital, to a small businesswoman seeking to expand her market to a tradesman sending money to his family in Mexico—California's financial service providers are there.

As Secretary of the Business, Transportation and Housing Agency, I am pleased to report that California's financial services industry has played an important role in bringing about the longest economic expansion on record, and will continue to have a significant effect on our state's economy in the new millennium.

By ensuring the underlying safety and soundness of the financial institutions it licenses, the Department of Financial Institutions (DFI) has helped to create the sound base upon which our current economic prosperity is built. As DFI completes its third year of operation, it continues to maintain the safety and soundness of a strong and competitive financial services system that serves the interests of its depositors, creditors, customers and security holders.

Working together, we can build upon our achievements and realize the promise of the new millennium.

Sincerely,

A handwritten signature in black ink, appearing to read "Maria Contreras-Sweet".

MARIA CONTRERAS-SWEET  
*Secretary*



## DEPARTMENT OF FINANCIAL INSTITUTIONS

111 PINE STREET, SUITE 1100  
SAN FRANCISCO, CA 94111-5613  
(415) 263-8555



Governor Gray Davis  
Members of the California Legislature

Dear Governor Davis and Members of the Senate and Assembly:

On behalf of the Department of Financial Institutions, I am delighted to present DFI's Third Annual Report for Calendar Year 1999. The Report contains financial and statistical data compiled from Reports of Condition and Income and other regulatory reports submitted to this office, as well as highlights of the Department's activities.

As the Department completes its third year as DFI, we remain committed to improving our regulatory duties by responding to the industry's needs, while safeguarding the rights of consumers. We are also committed to maintaining the highest level of professionalism in the performance of these duties.

This Report is also available on our Web site at [www.dfi.ca.gov](http://www.dfi.ca.gov) as a convenience to the public and to the financial services industry.

Sincerely,

A handwritten signature in dark ink, appearing to read "Jan Lynn Owen".

JAN LYNN OWEN

Acting Commissioner of Financial Institutions



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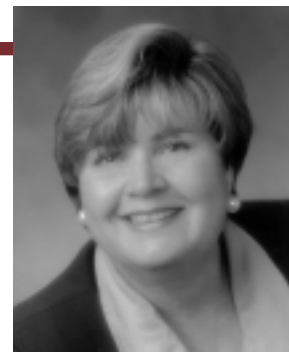
## IN GENERAL

1999 witnessed the dawn of a new century and, for me, marked a complete year as Acting Commissioner of the Department of Financial Institutions (DFI). Despite the worries about whether computers would be able to recognize the Year 2000 (Y2K), I am pleased to report the transition was made satisfactorily.

During 1999, the Y2K problem continued as a significant concern to the financial services industry and its regulators. DFI devoted significant resources to programs designed to ensure that licensees dealt with the problem, and worked cooperatively with federal and other state agencies in this endeavor. We worked diligently on assuring that our in-house computers were Y2K compliant. During the month of November I participated in a Y2K media event sponsored by the Federal Reserve Bank of San Francisco and the Federal Deposit Insurance Corporation. These meetings were held in both Los Angeles and San Francisco. Panelists were Donna Tanoue, Chairman of the FDIC, Robert Parry, President of the Federal Reserve Bank of San Francisco, and myself. The press directed questions to the panel concerning Y2K preparedness in the banking system.

For much of the world the millennium rollover was a non-event. However, this was due to the tremendous amount of hard work and effort directed at identifying and correcting potential problems before they had a chance to adversely affect the industry and public. While Y2K was a non-event, it was a non-event created by the effort of the staffs of licensees, federal regulators, DFI, and other agencies. I wish to extend to them my sincere gratitude for that effort.

As a matter of departmental pride I am pleased to report the accreditation of DFI by both the National Association of State Credit Union Supervisors, and the Conference of State Bank Supervisors. Accreditation by these professional associations demonstrates that DFI meets or exceeds stringent national regulatory standards, and shows the high quality of the regulatory supervision that DFI provides. In order to maintain our level of proficiency DFI employed fifteen new staff members in 1999. We have also taken steps to adopt a continuous testing program to ensure that our recruitment efforts keep pace with the competition to employ excellent candidates.



*Jan Lynn Owen*



*Acting Commissioner Jan Lynn Owen (right) joined FDIC Chairman Donna Tanoue and Federal Reserve Bank of San Francisco President Robert Parry on a Y2K Panel at the Federal Reserve Bank of San Francisco in November 1999.*

## **LICENSEES IN THE COMMUNITY**

DFI serves the ethnically and financially diverse population of our state by licensing and regulating providers of financial services in a variety of industry segments. Licensees under these programs range from large sophisticated corporations to very small family businesses.

For example, DFI regulates issuers of payment instruments (money orders) and travelers checks, as well as a licensee called a transmitter of money abroad. Many of these companies are licensed in more than one of these programs. The 68 licensees of these instruments employ over 11,000 California agents.

These licensees provide extremely valuable services to many California consumers. Many of the agents of these licensees are located in areas where banking offices have been closed. Because the financial instruments issued by these entities are not federally insured, the responsibility for protecting the public from economic loss is high.

Most users of money orders are persons who either choose not to use a bank, or who have no access to banking facilities. The 12 issuers of payment instruments and their agents sold in excess of \$76 billion during 1999, with a sizeable annual growth of 13.5%.

The transmitters of money abroad statutes date to the early 1900's when they were established to address a specific need at the time for "immigrant banking". They have been in continuous service since then. Currently there are 49 such licensees. Sales in 1999 exceeded \$3 billion and represented an annual growth of 19.2%. Their clients transmitted funds globally, with major destinations for the funds being Poland, Mexico, the Philippines, Vietnam and Central America. Other destination points include India, Pakistan, Sri Lanka and Bangladesh.

The importance of the small business community to the state and national economies is widely recognized. In the United States, small businesses represent 99.7% of all employers and employ 53% of the private nonfarm workforce. They account for 47% of all sales in the country and are responsible for 51% of the private gross domestic product.

In order to survive, small businesses must have access to credit, and a key supplier of credit to small firms is the commercial banking system. Some 67% of all small firms that borrow from traditional sources do so from commercial banks. Of a total of \$668 billion in small business credit outstanding from traditional sources, commercial banks supplied 54%, a much larger share than the 13% supplied by finance companies, the next most prominent lender. In recent studies, small-business-friendly banks were more profitable compared to banks that made few small business loans. I am pleased to report that state-chartered banks accounted for six of the top ten small business lenders in California, according to the most recent information available from the Small Business Administration.

## **LICENSEE PERFORMANCE IN 1999**

The depository institutions supervised by DFI continued to perform exceptionally well in 1999. For the 215 state-chartered banks, loans outstanding increased over 12%, while deposits and equity capital increased nearly 6%. Total assets increased over 8%, and net income increased over 25%. The net increase of three state banks was not representative of the activity during the year. Eight new banks opened for business and there were seven conversions to state bank charter by national banks, savings and loans, and a thrift and loan. This was offset by 11 state banks that were merged out of existence, and one state bank that converted to national charter. The rate of conversions to state charter remained relatively steady, six in 1998 and seven in 1999.

Merger activity among state-chartered banks slowed somewhat in California during 1999. The total number of mergers was down 26%, from 23 in 1998 to 17, mirroring the 34% decline nationally. On the national level, the decrease in mergers was attributed to declining prices in bank stocks, and the fact that many of the most active buyers were themselves bought. Some analysts suggest that merger activity may pick up in 2000 as the Securities and Exchange Commission moves to ban pooling-of-interest as a method of accounting for mergers, while others feel that the market is lacking in catalysts to boost deal volume to pre-1999 levels.

State credit unions grew in number from 198 to 213 during the year. In large part the growth was attributable to the conversion of 18 federal credit unions to state charter. This was offset somewhat by three state credit unions merging out of existence. The 18 conversions this year compared to 10 in 1998. Huge double digit gains were as follows: total loans increased over 40%, members' share accounts increased nearly 34%, total assets increased 35%, and net income increased 36%.

Foreign banks with agency and branch offices in California continued to decline from the high point reached a decade ago. Total assets and total loans each were down over 30% from the previous year, while deposits shrank nearly 10%. Continuing aftershocks from the Asian economic crisis, strategic global business realignment and mergers among large multinational banks are the apparent causes for the downward trend, since the state's economy continued to boom.

Like the commercial banks that they closely resemble the 23 thrift and loans were buoyed by the continuing economic prosperity enjoyed by the state and the nation. Although the number of thrift and loan associations decreased by four during 1999 - a decline of almost 15% - loans, deposits and capital each posted double-digit gains, while assets edged up almost 10%.

State chartered savings and loan associations decreased in number by two during the year, which accounted for one-third of the total. Accordingly, loans, total assets, deposits and net income were down. Money transmissions originating in California were up 19.2% from 1998 and sales of payment instruments were up 13.5% over the same period. Sales of travelers checks were down, 5.9% from 1998.

## THE ECONOMY

During 1999, the national economy grew at more than 4%. Inflation during this period was subdued, while unemployment remained low, falling to less than 5% in California – a 30-year low. For the state, the 1990's were a period of remarkable growth and restructuring. Today, the state's economy is diversified across many sectors – from motion picture production to high technology. This is a far cry from the 1980's, when the state's reliance on federal defense spending and the aerospace market led to a major economic recession in 1990-91 when those areas were cut back.

On the international scene, recent turmoil in the Southeast Asian financial markets has largely settled as economic recovery there gathers momentum. However, after posting gains of 5.1% in the first half of 1999, the Japanese economy slumped in the second half of the year. Prospects for 2000 are guardedly optimistic, as the effects of massive corporate restructuring begin to take hold. The introduction of the Euro as a common currency among European Monetary Union states is helping those nations to move toward a market-driven economy. Closer to home, Mexico has moved ahead of Japan as California's leading overall export market, as the state's southern neighbor successfully weathered the effects of the 1998-99 South American currency crisis.

The ongoing U.S. economic expansion has set a record for longevity, but areas of concern remain, from the cost and availability of crude oil to volatility in the emerging markets of Russia and throughout Eastern Europe. While the huge market valuation placed on the so-called "dot.com" companies has helped fuel California's growth, the state's exposure to this speculative segment of the market is significantly greater than most other parts of the nation. Additionally, there is concern regarding homeowners who tap into the equity of their homes to invest in the market, and growing concern over asset quality at institutions making subprime credits.

## CONSUMERISM

For some time this Department has recognized that regulatory agencies have a duty to be responsive to consumers as well as tending to our supervisory activities. In that vein, DFI continues to provide important services to consumers of financial services. Our Consumer Desk and toll-free telephone line are heavily utilized. Our Web Site contains specific areas for consumer services, laws and regulations, press releases, publications, complaint forms, and other pertinent information.

As Acting Commissioner, I am frequently involved with consumer issues, and have participated in several consumer-oriented functions throughout the year. I am pleased to have had the opportunity to address the Greenlining Institute, of being named an honorary committee member of the California Community Reinvestment Corporation, and having attended functions at Consumers Union, the California Governor's Conference for Women, the San Francisco Mayor's Summit for Women, and the California Elected Women's Association for Education and Research.

Of particular note was the forum on Economic Development Loan Securitization in California that I attended in July. This forum discussed how to increase the level of investment in low and moderate-income communities through the securitization of community and economic development loans to small business. Senator Richard Alarcon discussed his legislation, S.B. 661, which proposed to establish a Community

## COMMISSIONER'S COMMENTS

and Economic Development Fund in the State Treasury. The fund would be administered by the California Industrial Development Financing Advisory Commission. Monies would be made available to California small business through economic development lenders by issuing bonds secured by loans pledged to the Commission by the lenders. This bill was subsequently enacted into law.

## LEGISLATION

Other state legislative changes included amending the Banking Law to facilitate incorporating changes to Regulation O of the Federal Reserve Board. The change redefines "Regulation O" in the Banking Law to mean Regulation O as amended from time to time. Previously, DFI had to immediately adopt regulations to bring state law and the federal regulation into conformance. Additionally, the Credit Union Law was amended to authorize a California state chartered credit union to expand or do business in another state; and authorized an out of state credit union to do business in California.

Federal Legislation saw a landmark change. The Gramm-Leach-Bliley Act of 1999 (Financial Modernization) repealed the Glass-Steagall Act of 1933, and the prohibition on insurance underwriting activities contained in the Bank Holding Company Act of 1956. Significant features of the Act created a category of financial holding companies that may conduct a wide range of financial activities, including insurance and securities underwriting, and real estate investment and development. The Federal Reserve Board is to be the primary regulator of these companies. Banks are now allowed to conduct similar activities in direct subsidiaries. Consumer provisions in the Act include a requirement for financial institutions to establish a "privacy policy", and to disclose it at the beginning of an account relationship and annually thereafter. Consumers may have the opportunity to block their confidential information from being shared with third parties. Bank holding companies are prohibited from certain mergers or an acquisition if any of their subsidiary banks have a CRA rating that is less than satisfactory.

## LOOKING FORWARD

As I write this, the nation's record economic expansion is currently in its 108th consecutive month. Gross domestic product grew at a remarkable 6.9% annual rate in the final quarter of 1999, up from 5.7% the quarter before. We anticipate that the Federal Reserve will continue to increase interest rates to prevent inflation. In California, it is expected that personal income will cross the \$1 trillion mark for the first time ever in 2000 and more than 400,000 new jobs will be created. The economy has been bolstered by solid increases in worker productivity—2.9% in 1999—which have helped to keep inflation low. Consequently, a major economic slowdown is unlikely this year, although concerns about a tight labor market persist. An area of particular concern is reduced home affordability in California caused by a combination of rising prices and interest rates. This may prove a damper on economic growth in the state's major job markets.

In summary, it was a successful year for DFI and the industries we serve. We anticipate that the coming year will build on the achievements realized in 1999. DFI staff will continue to monitor the economic climate and how it relates to the health of our industry. On behalf of everyone at the Department of Financial Institutions, we thank you for your interest in the activities of the Department, and the licensees we serve.

**JAN LYNN OWEN**



*March, 2000*



**JANUARY 7**

Business, Transportation, and Housing Agency Secretary Maria Contreras-Sweet appointed Jan Lynn Owen Acting Commissioner of the Department of Financial Institutions.

**JANUARY 22**

As a result of the December 1998 freeze, Governor Gray Davis and Vice President Al Gore announced a declaration of disaster for the counties of Fresno, Monterey, Madera, Kern, Kings and Tulare. Consequently, Acting Commissioner Owen encouraged DFI licensees to work with customers in dealing with the economic hardships caused by this disaster.

**FEBRUARY 3**

Acting Commissioner Owen addressed the California Bankers Association on the Asian economic crisis, banks and the Internet, and the status of our Year 2000 (Y2K) program.

**FEBRUARY 19**

The National Association of State Credit Union Supervisors granted accreditation to DFI.

**MARCH**

The 1999 Financial Institutions Law became available in a new convenient 8.5" by 11" format. A copy was mailed to each Department licensee.

**APRIL 6**

Acting Commissioner Owen addressed the Government Relations Conference – California Credit Union League on new and pending legislation, Y2K compliance and general industry trends.

**MAY**

Acting Commissioner Owen issued a proposal to adopt a conflict of interest code for the Department of Financial Institutions

**MAY 20**

Acting Commissioner Owen addressed the International Bankers Association in California on the Asian economic crisis, banks and the Internet, and the status of the Department's Y2K program.

**JUNE 3**

Acting Commissioner Owen is elected to the board of directors at the annual meeting of the Conference of State Bank Supervisors (CSBS).

## HIGHLIGHTS OF 1999

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### **JUNE 19**

Acting Commissioner Owen addressed the National Association of Chinese American Bankers on the current economy, securitization of assets, and subprime lending.

### **JULY 6**

Governor Gray Davis signs A.B.1536, which resolves conflicts between California law and Regulation O of the Federal Reserve System.

### **JULY 23**

CSBS grants continuation of accreditation to The Department of Financial Institutions.

### **AUGUST 7**

The DFI Web site is augmented to provide additional benefits to customers and the financial industry.

### **SEPTEMBER 16**

Licensees are notified that the Office of the State Controller now accepts unclaimed property remittances by electronic funds transfer.

### **OCTOBER 8**

Acting Commissioner Owen addressed the International Bankers Association in California on the state of international banking in California, an overview of the foreign banking organization interstate program, and DFI internal operations.

### **NOVEMBER**

The Department establishes a toll free Y2K hotline to answer questions consumers may have.

### **NOVEMBER 19**

Pacific Thrift and Loan Company, Woodland Hills, was closed and the insured deposits were assumed by Affinity Bank, Laguna Hills, California.

### **DECEMBER 31**

Parity Regulations, adopted using expedited procedures and extending certain provisions of federal law to California State banks, expired.

## CONSUMER SERVICES

The Department of Financial Institutions (DFI) continues to provide important services to consumers of financial services. We accomplish this by assisting consumers through our Consumer Desk, Consumer Information Pamphlet, Y2K Pamphlet, Web site and in meetings with community-based organizations.

### CONSUMER DESK

The Department's main vehicle for providing direct information to consumers continues to be its Consumer Information Desk (1-800-622-0620) established in 1981. The toll-free number includes an automated system that provides standard answers for most routine questions.

During 1999, approximately 25,000 consumers contacted the Consumer Desk. Of this total, over 1,500 were in the form of written inquiries with the balance being calls to the toll-free telephone number. Questions included how to make a complaint against a financial institution, how to contact the appropriate regulator, or how to locate a financial institution which may have merged or gone out of business.

On December 1, 1999, the Department established a second toll-free information line (1-877-311-3990), dedicated to providing consumers information concerning the rollover to the year 2000. The line will be in service until March 15, 2000.

### WEB SITE

A significant feature of the Department's Web site is "California's Financial Center" which contains links to directories of the over 700 financial institutions the Department supervises. It also includes additional links to the regulators of other financial institutions, such as national banks, California branches of banks headquartered in other states, federal savings banks, federal credit unions, finance companies, mortgage bankers and brokers, and securities broker-dealers, agents and investment advisors. In addition, our Web site features a link to the California Legislative Counsel's Web site, which includes the current status, history, analysis and full text of bills pending before the California Legislature.

The Home Page also contains links to the following areas: Consumer Services, Industry Services, Laws &

Regulations, Press Releases & Publications, and Employment Opportunities among others.

The Consumer Services page provides the consumer with a variety of information, including a directory of licensees, how to file a consumer complaint, information about the different financial institution regulatory authorities, and detecting and Reporting Suspicious Internet "Banks".

Changes and new additions to our web site in 1999 included: Conforming the site to the Governor's Office guidelines, "The Weekly Activity Report Update", which provides timely information by updating actions reported in the "Monthly Activity Report". Also, "Warning Notices", which contains alerts regarding attempted bank frauds provided to us by licensees; a Year 2000 issues link, and a topic titled "what's new".

### COMMUNITY ACTIVITIES

Acting Commissioner Owen participated in several consumer-oriented functions throughout the year.

She addressed the annual meeting of the Greenlining Institute. Ms. Owen's topics included community reinvestment, implications of mergers, and economic development.

Additionally, Ms. Owen attended the inaugural reception for the new West Coast Regional Director of Consumers Union; participated in the San Francisco Mayor's Summit for Women; attended the 1999 California Governor's Conference for Women; and attended the first annual bay area networking event of the California Elected Women's Association for Education and Research. Ms. Owen was also named an honorary committee member of the California Community Reinvestment Corporation.

Of particular note was the forum on Economic Development Loan Securitization in California that Ms. Owen attended in July. This forum discussed how to increase the level of investment in low and moderate income communities through the securitization of community and economic development loans to small business. Senator Richard Alarcon discussed his legislation, S.B. 661, which proposed to establish a Community and Economic Development Fund in the State Treasury. The fund would be administered by the California Industrial Development Financing Advisory Commission. Monies would be made available to

## DEPARTMENT ACTIVITIES

California small business through economic development lenders by issuing bonds secured by loans pledged to the Commission by the lenders. This bill was subsequently enacted into law.

In November, Ms. Owen participated in the Y2K media event for regulators sponsored by the Federal Reserve Bank and the Federal Deposit Insurance Corporation. These meetings were held in both Los Angeles and San Francisco. Panelists were Donna Tanoue, Chairman of the FDIC, Robert Parry, President of the Federal Reserve Bank of San Francisco, and Acting Commissioner Owen. The press directed questions to the panel concerning Y2K preparedness in the banking system.

DFI was represented at the EFT '99 Western Regional Community Leaders Meeting, co-hosted by Consumer Action and the U.S. Treasury Department. The topic was the effort to migrate federal payments from paper checks to electronic funds transfer, as mandated by the Debt Collection Improvement Act of 1996.

Other representatives of DFI participated as panelists in Y2K discussions at a consumer symposium at Fresno State University, (as well as a Trust Industry Conference in Huntington Beach, and a Bankers Roundtable in Santa Barbara).

### PUBLICATIONS

The Consumer Information Pamphlet published by the Department assists those consumers without access to the Internet to determine which governmental agency licenses and regulates various financial institutions, including finance companies, escrow companies, mortgage bankers and brokers, and which agency they should call for consumer information.

A Y2K pamphlet was developed to assure customers of financial institutions that steps are being taken to prepare financial institutions for this event. The pamphlet also gives customers advice, including a checklist, on how they should prepare for potential Y2K problems.

### ACCREDITATION

The Department of Financial Institutions actively pursues ways to improve the quality of the regulatory supervision it provides to its licensees. An important means of achieving this goal is participating in

accreditation programs offered by national associations of state regulatory agencies. These programs offer an objective way to gauge the Department's performance.

Accreditation by these professional associations demonstrates that the Department meets or exceeds stringent national regulatory standards and shows the high quality of the regulatory supervision the Department provides.

Accreditation takes on new importance as state regulators move into the world of interstate supervision. Accreditation may be the single most effective tool for ensuring that state regulatory policies and procedures may continue to vary while offering consistently professional evaluation and enforcement of safety and soundness.

### NASCUS ACCREDITATION

Acting Commissioner Owen announced the Department of Financial Institutions achieved accredited status from the National Association of State Credit Union Supervisors (NASCUS) on February 19, 1999. NASCUS accreditation evidences to the general public, the Legislature, the federal deposit insurer, Congress, and other state credit union departments that the California Department of Financial Institutions meets national regulatory standards and is a quality regulator of state-chartered credit unions.

Accreditation is awarded for a five-year year period and is subject to an annual review. There are currently 22 state credit union regulatory agencies that have obtained the honor of being accredited.

### CONTINUED ACCREDITATION BY CSBS

On July 23, 1999 the Department of Financial Institutions was granted re-accreditation by the Conference of State Bank Supervisors (CSBS) for excellence in supervising state-chartered banks. The Annual Review Team commended the Department on its efforts to automate and streamline its operations, as well as to reduce regulatory burden.

The CSBS accreditation program is designed to recognize and enhance excellence in state regulation and lead to a reduction in duplicative federal regulatory and supervisory activity over state chartered banks. DFI's predecessor, the State Banking Department, was initially accredited in 1990, was re-accredited in 1995, and that accreditation was subsequently extended to DFI.

Accreditation is awarded for a five-year period and is subject to annual review. Presently, 44 banking departments in the United States, Puerto Rico and the Virgin Islands are accredited. These departments supervise more than 95% of all assets in the state banking system.

## EXAMINATION PROGRAM

The Department continues to meet its statutory mandate to examine all banks within a two-year period. However, we also continue to examine most banks more frequently than the statute requires, and take steps to ensure that “problem” institutions are examined at least once each year.

Coordination with the federal regulatory agencies on examinations continues, and joint scheduling sessions are held to assure that the most efficient use is made of scarce examiner resources.

### ADDRESSING Y2K

During 1999, The Year 2000 (Y2K) problem continued as a significant concern to the financial services industry and its regulators. Financial institutions were particularly vulnerable to the Y2K problem in many areas: Data processing systems may not have been able to record and process financial information; equipment such as automated teller machines, security systems, vault locks, elevators and climate control systems could potentially malfunction and data exchanges with business partners outside the financial institution could have been disrupted.

DFI continued to devote significant resources to developing and implementing programs designed to ensure that our licensees deal with the problem. These efforts include on-site and off-site Y2K reviews of our licensees, examiner training and external and internal awareness programs.

For those depository institutions that are federally insured, the Department was able to share the burden of Y2K readiness compliance with federal regulatory agencies. However, many of the financial services industries the Department regulates are not federally insured. Therefore, we placed special emphasis on compliance by these other licensees: travelers check and money order issuers, trust companies, transmitters of money abroad, and insurance premium finance companies.

DFI succeeded in completing its Y2K examination program evaluating each institution’s progress in correcting internal systems that were not Y2K compliant.

Phase I of this examination work program was completed June 30, 1998, and Phase II of this program was completed March 31, 1999.

The final phase required formalized business resumption contingency plans to be finalized by June 30, 1999. These plans covered alternative methods of doing business in earthquakes and other natural disasters as well as Y2K issues. The Department published guidelines for these plans in the May 1999 Bulletin.

The Governor’s Office of Emergency Services established a Y2K Event Period as Thursday, December 30, 1999 through Monday, January 3, 2000. The Department remained fully staffed during business hours of the Event Period. Additionally, the Department had qualified staff on hand from 5:00 PM on December 31, 1999 until 5:00 PM on January 1, 2000 in order to monitor Y2K related events.

Institutions are cautioned that there are still potential critical dates to come in 2000 and beyond: February 29th, the leap year date; March 31st, the end of the first quarter; October 10th, the first date to require an eight-digit field; December 31, 2000 and January 1, 2001, the last date of the year and the first date of a new year; and December 31, 2001, the end of the first 365-day year of the new century.

### POSTSCRIPT TO Y2K

To much of the world the millennium rollover was a non-event. However, this was due to the tremendous amount of hard work and effort directed at identifying and correcting potential problems before they had a chance to adversely affect the industry and public.

Beginning in 1998, continuing throughout 1999, and through the Y2K event period weekend, dedicated employees of the Department worked internally and with licensees and federal regulators. While Y2K was a non-event, it was a non-event created by the efforts of all of the above. The Department wishes to extend to them our sincere gratitude.



### EXAMINATION TOOLS

During the year, we continued efforts to utilize automation tools developed in conjunction with the Conference of State Bank Supervisors (CSBS) and Federal regulators that are designed to make examinations more productive, efficient, and risk-focused.

DFI utilizes several automated programs that permit sharing among the agencies, and gives us access to various federal databases. GENESYS refers to a general examination system; ALERT is an automated loan examination review tool.

Other programs include ED (Examination Documentation); NED (National Examination Database); FBO Desktop (Foreign Banking Organizations). Credit Union Examiners use the AIRES program.

### DIVISION OF CREDIT UNIONS

State credit unions grew in number from 198 to 213 during the year due in large part to the conversion of 18 federal credit unions with aggregate assets of over \$4.7 billion at the time of their conversions to state charter. The 18 conversions this year compared to 10 in 1998.

During 1999 the Division of Credit Unions was restructured to create a new position of Assistant Deputy Commissioner for the Southern California region. Ms. Joni Kimbrell of the Los Angeles Office was promoted to that position. Additionally, three new Senior Financial Institutions Examiner positions were created.

The restructure allowed the Department to distribute applications and other requests to the Assistant Deputy in the region where the credit union is located, rather than having these requests centralized. We believe this change will be beneficial to both the licensee and the Department.

The Division of Credit Unions completed its examination cycle and met all Y2K supervisory preparations.

The Division thanks those institutions completing the quality assurance surveys, as we use the input to improve our examination process.

### TECHNOLOGY

For the Department, the major internal focus for 1999 was to continue addressing the potential Y2K problem of our in-house computers, while continuing efforts to better serve its licensees through the use of technology.

The Department purchased Y2K-compliant hardware and software in the fourth quarter of 1998 to convert our network operating system from Banyan Vines to Microsoft NT.

Staff received new equipment: desktops for office staff and notebooks for field staff. Microsoft Office 97 software was installed. Upgrading existing hardware and software enabled the Department to be in full compliance with potential Y2K issues.

Department Information Systems staff completed the installation of the Microsoft NT system which became operational for all offices in March 1999.

### COMMUNICATING THROUGH TECHNOLOGY

Documents published on the Department's home page include press releases, speeches, legislative and regulatory developments, consumer information, departmental reports, financial statistics, survey results and a directory of licensees. Users of our Internet site include licensees, regulators, consumers and others who want quick and easy access to public information.

In April 1999 DFI offered to furnish the Monthly Bulletin via e-mail to any interested party.

Through our Intranet, all employees continue to have access to departmental forms, desktop updates and changes to the Policy and Procedures Manual. The DFI Flash, an internal technology newsletter for our employees, is distributed using our Intranet.

### TRAINING

Employees of the Department participated in over 2,200 hours of training in 1999. Some of the training was required to keep employees abreast of changes in software programs the Department uses in the course of business.

Examiners received training on the software known as GENESYS (General Examination System), which automates the Report of Examination preparation. Additional training was provided for other software developed by the federal bank and credit union regulators, and by the Conference of State Bank Supervisors.

Other training focused on skill areas such as asset/liability management, capital markets, accounting principles, auditing techniques, and trust audit. Personal development classes included improving oral and written communication skills, and dealing effectively with workplace conflicts.

During the year we were pleased that 45 of our examination staff received certification from the Education Foundation of the Conference of State Bank Supervisors (EFSBS). Certifications are provided at four levels of the examination process, and require training, work experience, and the ability to demonstrate skill commensurate with the level of certification. Continuing education classes are required after certification.

During the year, examiner Scott Harris of our Sacramento Office applied for a scholarship from EFSBS. The scholarship provides examiners with the opportunity to attend one of seven graduate banking schools. DFI is proud to announce that Mr. Harris was subsequently awarded the scholarship, having been selected from a group of nominees from throughout the country.

## ASSESSMENTS

The Department of Financial Institutions is a self-sustaining regulatory agency and, as such, is not supported by general taxes. The programs of the Department are supported primarily by assessments on our licensees.

The Department's assessments have been consistently well below the maximum permissible under the statutes.

In the previous (1998/1999) fiscal year, all licensees enjoyed a reduction in base rates due to a decision to draw down our surplus, as well as having funds returned that had been borrowed by the State's General Fund.

## BANKS, FOREIGN BANKS AND TRUST COMPANIES

For the 1999/2000 Fiscal Year the base assessment rate was set at \$0.95. The assessment is calculated on a sliding scale of the institution's assets as of March 31, 1999.

As noted above, we were able to slightly drop the assessment rate for the 1998/1999 fiscal year. However, for the current fiscal year, it was necessary to return to the base rate that was in effect for the 1997/1998 fiscal year.

## CREDIT UNIONS

Prior year legislation changed the formula and date for credit union assessments and eliminated examination fees for regular examinations. Under the new law, the base assessment rate for fiscal 1999/2000 was set at \$.7445 per \$1,000 of total assets as of December 31, 1998.

## INDUSTRIAL LOAN COMPANIES

The assessment rate was set at 3.724804% of each company's total assets as of December 31, 1998.

## SURVEYS

During 1999, the Department continued its practice of conducting surveys and providing the results to its licensees. These surveys are aimed at supplying licensees with timely and useful information and to aid the Department in improving the quality and efficiency of regulatory oversight.

To further its ongoing efforts to keep abreast of industry changes the Department sent out the Executive Officer and Director Compensation Survey and the Quality Assurance Survey.

## QUALITY ASSURANCE SURVEY

Overall, the Quality Assurance Survey ("QAS") results for 1999 were consistent with those from 1998. Results of the mid-year and end-of-year survey were aggregated for this analysis.

Bank and industrial loan company positive responses (strongly agree and agree) to the questions asked were over 90% with one exception. Whether the length of time needed to complete the examination was

## DEPARTMENT ACTIVITIES

appropriate received only an 82% positive response, as compared to an 86% positive response in 1998. Several written responses to that question indicated that the problem occurs most often in concurrent and joint examinations. High marks were given to the question of whether DFI personnel were available to quickly resolve examination questions and issues.

Credit union results for 1999 also compare favorably to those of 1998. Positive responses to the survey questions range from a percentage in the mid 80's to high 90's. Responses to whether the Report of Examination was received in a timely manner; whether DFI personnel were courteous and professional in manner; and whether the licensee was satisfied with the examination continued to show good improvement. These responses reflect a major effort by management and staff to improve the Report of Examination process.

Trust company and trust department responses to the survey show a 100% positive response to all questions.

### EXECUTIVE OFFICER AND DIRECTOR COMPENSATION SURVEY

Our annual compensation survey was sent out on June 30th, and we were pleased to note increased participation this year. Industrial Loan Companies were included in the survey for the first time.

Increases were seen among median CEO salaries at the smaller and larger financial institutions, ranging from 2.1% at institutions over \$1 billion to 9.8% in the Under \$50 million size group. Among Chief Financial Officers, salaries at middle-sized financial institutions remained flat or declined slightly, while posting gains among large and small institutions.

Median salaries of Senior Loan Officers showed strong increases across the board, with the strongest growth among banks in the Under \$50 million asset size group at 21.2%, marking three straight years of increases.

Median regular board meeting fees over the past three years were up 14.8% in the \$250 - \$499 million asset size group over the past three years, and up 8.3% in the Under \$50 million categories. Over the same period, fees were down 31.8% in the \$500 million - \$1 billion group, while remaining unchanged in all other categories.

Median board committee fees posted gains of 60% or more over 1996 levels in the Under \$50 million and \$500 - \$999 million asset category and were also up in the \$250 to \$499 million group. Fees in the other asset size groups remained flat or declined somewhat.

## LEGISLATION AND REGULATIONS

As part of its regular duties, DFI develops legislative positions and proposals at the state level on matters regarding the financial services industry. DFI also closely monitors developments at the federal level for changes that could impact its licensees. During 1999, DFI continued with its ongoing policy of reviewing its current regulations and making changes consistent with its goal of reducing regulatory burden while maintaining a safe and sound financial services system. The following is a brief summary of those efforts.

### LEGISLATION

#### 1999 State Legislation of Interest

During the most recent legislative session, the California Legislature passed a number of bills that make changes in the laws that affect the Department and its licensees. The following is a summary of some of the bills that may be of particular interest to licensees.

#### Banks and Trust Companies

#### A.B. 459 (ACKERMAN) - CHAPTER 130 OF THE STATUTES OF 1999

Provisions in the Banking Law permit a trust company to invest in the securities of or other interests in an investment company registered under the Investment Company Act of 1940 to which the trust company or an affiliate provides services for compensation, except as may otherwise be provided in the trust instrument. At least 30 days before an initial investment is made with such an investment company, the trust company must furnish written notice and a copy of the prospectus to persons specified in the statute.

A.B. 459 amended these provisions to permit the required notice to be provided within 30 days before or after the initial investment is made.

**A.B. 1536 (PACHECO) - CHAPTER 57 OF THE STATUTES OF 1999**

Provisions of the Banking Law incorporate specified sections of Regulation O of the Board of Governors of the Federal Reserve System ("Fed") (12 C.F.R. Part 215), as in effect on July 1, 1995. Existing law authorizes the Commissioner to adopt subsequent changes that are made to Regulation O by the Fed by regulation, using expedited procedures. Any regulation adopted using the expedited procedures sunsets on December 31 of the calendar year following the calendar year in which the regulation is adopted. Alternatively, an amendment to Regulation O made by the Fed could be adopted by regulation by the Commissioner utilizing the formal rulemaking procedures of the Administrative Procedures Act. In such a case, the regulation would not by operation of law sunset.

In an effort to eliminate the need to amend the Banking Law or to adopt regulations in order to incorporate the most current version of Regulation O, A.B. 1536 redefines "Regulation O" in the Banking Law to mean Regulation O as amended from time to time.

**A.C.R. 2 (PAPAN) - CHAPTER 79 OF THE STATUTES OF 1999**

A.C.R. 2 expresses the concern of the Legislature over mergers and acquisitions of California banks by foreign (other state) banks and holding companies and the removal of financial institution headquarters from California. A.C.R. 2 also expresses the concern of the Legislature over the loss of local branches and financial institution services in California as a result of mergers and acquisitions.

A.C.R. 2 creates a Joint Committee of the Legislature to investigate financial institution mergers and acquisitions and to do, among other things, the following: (1) Study the potential impact of the removal of the corporate headquarters of banks from California, and whether the state would be well advised to withdraw funds currently deposited in those banks to ensure that these funds best serve the people of the State of California; (2) investigate and determine the detrimental consequences to California and its citizens resulting from financial institution mergers and acquisitions, and recommend available methods or sanctions to correct any identified wrongs; (3)

investigate how to provide incentives for national and international banks to make their headquarters in California; (4) examine methods of allowing independent community and local financial institutions to participate in the moneys of the State Treasurer's Pooled Money Investment Account and other state financial business; and (5) examine the impact upon public revenue as the result of removal of a major financial institution headquarters from California to another state. The Joint Committee has all of the rights, duties, and powers of investigating committees of the Legislature.

**Credit Unions****A.B. 577 (HONDA) - CHAPTER 385 OF THE STATUTES OF 1999**

The Credit Union Law authorizes a credit union organized under the laws of another state to become a credit union organized under the Credit Union Law and to do business in California. There are no express provisions of the Credit Union Law that state that a California state credit union may branch out-of-state or permit a credit union from a foreign country to do business in California.

A.B. 577 adds a provision to Section 14157 of the Credit Union Law that states that nothing in Section 14157 prevents a California state credit union from expanding or doing business in other states, countries, or foreign jurisdictions. This bill also adds a new Section 14160 which expresses the intent of the Legislature to enact legislation governing the branching into California by foreign (other nation) credit unions. This bill requires the Commissioner to prepare recommendations for a comprehensive statutory framework to implement the Legislature's intent and to submit these recommendations to the Legislature on or before January 30, 2000.

**S.B. 934 (BURTON) - CHAPTER 675 OF THE STATUTES OF 1999**

Federal law exempts a federally chartered credit union from state and local taxation other than ad valorem property taxes. The California Bank and Corporation Tax Law imposes a franchise tax on state-chartered credit unions which, generally speaking, is in lieu of all other state and local taxes and licenses.

S.B. 934 exempts state-charter credit unions from state franchise taxes, and continues the exemption of state-

## DEPARTMENT ACTIVITIES

chartered credit unions from all other state and local taxes and licenses, with certain exceptions.

### Industrial Loan Companies

#### **S.B. 248 (LEWIS) - CHAPTER 345 OF THE STATUTES OF 1999**

The Industrial Loan Law prohibits an industrial loan company from taking any deposits. S.B. 248 amends this prohibition to specify that an industrial loan company is prohibited from accepting demand deposits and adds a definition for “demand deposit.” This change is intended to be only technical in nature.

The Industrial Loan Law authorizes an industrial loan company to make loans secured primarily by real property and having terms in excess of seven years, provided that all of the loans in excess of seven years do not in the aggregate exceed 70% of the industrial loan company’s total assets. S.B. 248 eliminates this limitation.

The Industrial Loan Law generally prohibits an industrial loan company from making out-of-state loans, but permits out-of-state loans not to exceed 20%, in the aggregate, of an industrial loan company’s total assets, and with the Commissioner’s approval, up to 40% of total assets. Excepted from this limit are out-of-state loans that are for the purchase or refinance of single- or multi-family residential property, are salable in the secondary market as evidenced by commitments, and are owned by the industrial loan company for 90 days or less. S.B. 248 increases the percentage limitations to 25 and 50%, respectively, and excludes out-of-state nonresidential loans that meet these same requirements.

### Other Legislation

#### **S.B. 317 (LESLIE) - CHAPTER 513 OF THE STATUTES OF 1999**

S.B. 317 adds the California Consumers Y2K Financial Protection Act to the Financial Code (“Act”). The Act prohibits a financial institution, which is defined as a licensee of the Department, from imposing any fee, charge, or penalty against an individual consumer if it results from the financial institution’s Year 2000 Problem, as defined. The Act also a financial institution to reimburse a consumer for a fee, charge, or penalty imposed by a third party which is due solely to the financial institution’s Year 2000 Problem. The purpose

of the Act is to establish a safety net for consumers to the extent that existing federal and state laws and regulations do not already provide for a remedy for correcting such fees, charges, and penalties. The Act does not supersede any other applicable state or federal law or regulation. The Act charges the Department with the responsibility for enforcing the Act.

#### **A.B. 777 (CARDENAS) – CHAPTER 835 OF THE STATUTES OF 1999**

Existing law generally provides that deposit accounts with financial institutions escheat to the State, when the owner, for more than three years, has not increased or decreased the amount of the deposit, presented the passbook or other similar evidence of the deposit for the crediting of interest, corresponded in writing with the financial institution concerning the deposit, or otherwise indicated an interest in the deposit as evidenced by a record on file with the financial institution.

A.B. 777 adds a provision that a deposit or account does not escheat to the state if, during the previous three years, the owner has owned another deposit or account with the financial institution and, with respect to that deposit or account, the owner has increased or decreased the amount of the deposit, presented the passbook or other similar evidence of the deposit for the crediting of interest, corresponded in writing with the financial institution concerning the deposit, or otherwise indicated an interest in the deposit.

#### **A.B. 1454 (COMMITTEE ON INSURANCE) - CHAPTER 412 OF THE STATUTES OF 1999**

Under existing law, a lender is prohibit from requiring a borrower, as a condition of a loan secured by real property, to provide hazard insurance coverage against risks to the improvements, as defined, on the real property in an amount which exceeds the replacement value of the improvements.

A.B. 1454 requires lenders, on and after July 1, 2000, to disclose this information to borrowers in writing, as soon as practicable, but before execution of any note or security document.

#### **A.B. 431 (DUTRA) - CHAPTER 974 OF THE STATUTES OF 1999**

This bill, among other things, makes a number of changes with respect to deeds of trust and non-judicial foreclosures.



## **S.B. 45 (SHER) - CHAPTER 991 OF THE STATUTES OF 1999**

This bill repeals Division 9 of the California Commercial Code, which governs, among other things, security interests in personal property, and enacts a new Division 9. The new provisions make substantial changes in the laws governing secured transactions.

### **1999 RULEMAKING**

During 1999, Department staff began the process of adopting a conflict of interest code for DFI. This code will incorporate by reference the model conflict of interest code contained in the regulations of the Fair Political Practices Commission. We also propose to repeal the conflict of interest codes for the State Banking Department and the Department of Savings and Loan, since these departments have been abolished and their functions transferred to DFI.

DFI “parity regulations” permitting California state banks to conduct certain activities on the same basis as California national banks expired on December 31, 1999. These regulations were adopted during 1998 using expedited procedures, and by statute were required to expire on December 31 of the year following the calendar year in which they became effective.

The parity regulations had been adopted to permit a California state bank to establish, relocate or discontinue an automated teller machine branch office or remote service unit without notification to the Commissioner of Financial Institutions. The regulations also authorized a California state bank to invest in a bank holding company of a banker’s bank; and also clarified that a location where a California state bank engaged in fiduciary activities is not, on that account, a branch office.

Senator Deirdre Alpert has agreed to carry legislation amending the Financial Code to codify the parity regulations that had been issued by the Commissioner, thus authorizing California state banks to operate competitively with national banks doing business in this state. S.B.1422 is currently—as of March 2000—before the Senate Finance, Investment and International Trade Committee.

## EXECUTIVE COMMITTEE



**JAN LYNN OWEN**

Acting Commissioner of Financial Institutions



**SHARON A. DUNLAVEY**

Deputy Commissioner



**DAVID L. SCOTT**

Chief State Examiner



**JAMES E. BRODIE**

Deputy Commissioner



**PHYLLIS A. GARRETT**

Chief Administrative Officer



**JAMES F. CARRIG**

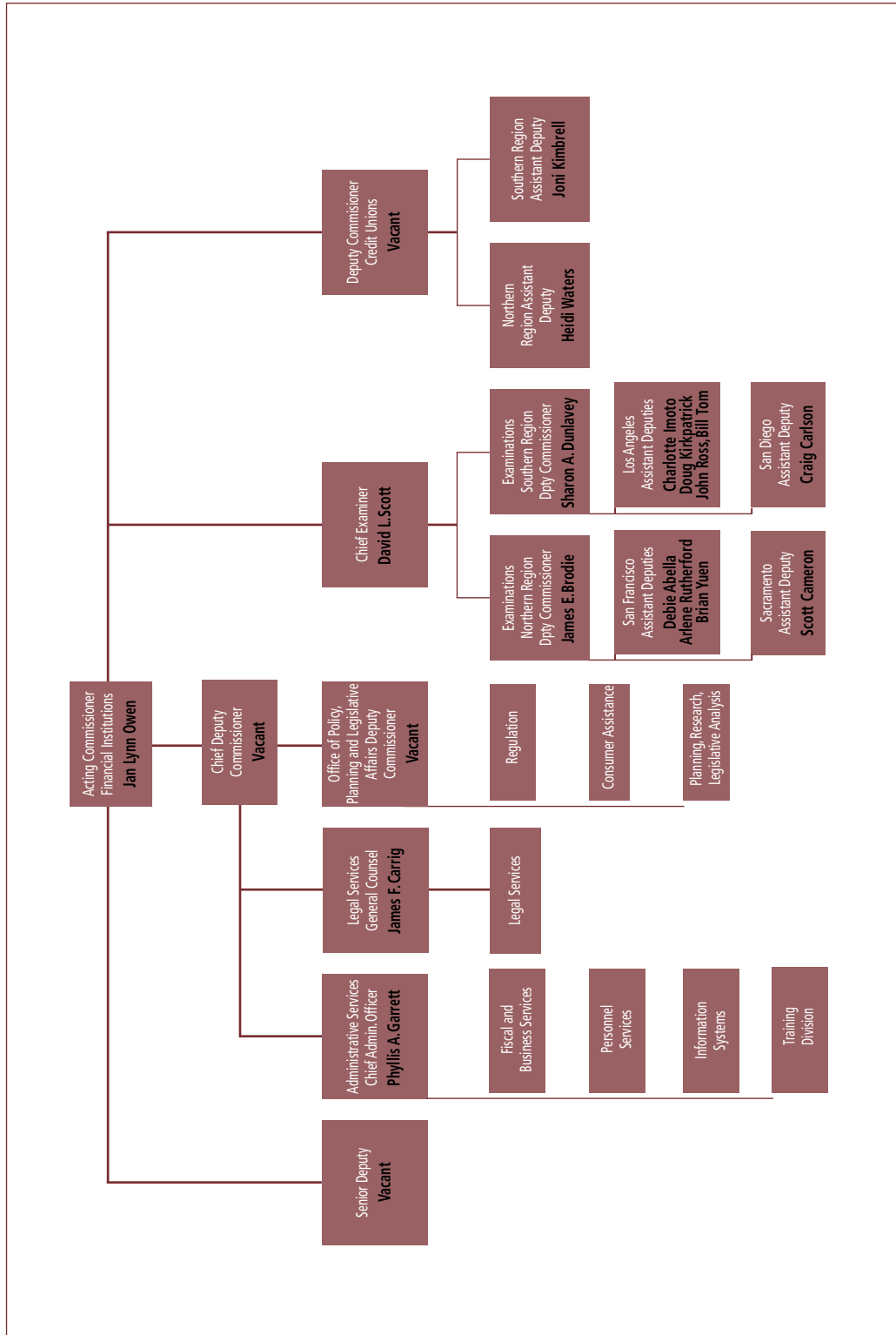
General Counsel



**CHARLOTTE IMOTO**

Assistant Deputy Commissioner

## ORGANIZATION CHART





# STATEMENT OF THE FINANCIAL INSTITUTIONS FUND

## REVENUE AND EXPENDITURES FOR FISCAL YEAR ENDING JUNE 30, 1999

Accumulated surplus, July 1, 1998	\$5,684,739.70
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### REVENUE:

Assessment of banks	\$8,971,059.51
Assessment, fees, licenses, industrial loan companies	915,274.92
Assessment, traveler's checks	289,827.00
License fees (banks and branches)	74,250.00
Proposed bank and branch applications	289,402.00
Extraordinary services	3,100.00
Interest from invested funds	611,995.53
Income from sale of documents	2,580.00
Miscellaneous revenue	615,350.00
Escheat - Checks, Warrants	1,028.43
Special Deposit Fund	3,789,075.00
Total revenue	\$15,562,942.39
Total resources	\$21,247,682.09

### LESS EXPENDITURES

Salaries	\$10,137,245.06
Staff benefits	2,362,579.63
Operating expenses and equipment	3,410,738.44
Reimbursement	(1,047,230.34)
Due from credit unions	(1,942,203.02)
Total expenditures	\$12,921,129.77

Accumulated surplus, June 30, 1999	\$8,326,552.32
Prior year appropriation adj. 97/98	67,440.54
Prior year Income adjustments 97/98	9,018.00
Prior prior year appropriation adj. 96/97	(1,119.98)
Refunds To Reverted Appropriations	644,034.25
Special Item of Expense Ch 324/98	(622.58)
Total adjustments	\$718,750.23
Accumulated surplus, adjusted	\$9,045,302.55



## STATEMENT OF THE CREDIT UNION FUND

### REVENUE AND EXPENDITURES FOR FISCAL YEAR ENDING JUNE 30, 1999

Accumulated surplus, July 1, 1998	\$984,078.34
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#### REVENUE:

Assessment of Credit Unions	\$1,702,521.50
Examinations	357,900.37
License fees, application fees	65.00
Interest from invested funds	85,912.86
Miscellaneous Service to the Public	26.00
Total revenue	\$2,146,425.73
Total resources	\$3,130,504.07

#### LESS EXPENDITURES

Salaries	\$1,227,191.27
Staff benefits	273,829.18
Operating expenses and equipment	441,182.57
Total expenditures	\$1,942,203.02

Accumulated surplus, June 30, 1999	\$1,188,301.05
Prior Year Income Adjustment 97/98	293.54
Special Item of Expense Ch 324/98	(\$622.58)
Total adjustments	(\$329.04)
Accumulated surplus, adjusted	\$1,187,972.01

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### GENERAL COMMENTS

During 1999, the national economy grew at more than 4%. Inflation during this period was subdued, while unemployment remained low, falling to less than 5% in California – a 30-year low. For the state, the 1990's were a period of remarkable growth and restructuring. Today, the state's economy is diversified across many sectors – from motion picture production to high technology—a far cry from the 1980's, when the state's reliance on federal defense spending and the aerospace market led to a major economic recession in 1990–91 when those areas were cut back.

On the international scene, recent turmoil in the Southeast Asian financial markets has largely settled as economic recovery there gathers momentum. However, after posting gains of 5.1% in the first half of 1999, the Japanese economy slumped in the second half of the year. Prospects for 2000 are guardedly optimistic, as the effects of massive corporate restructuring should begin to take hold. The introduction of the Euro as a common currency among European Monetary Union states is helping those nations to move toward a market-driven economy. Closer to home, Mexico has moved ahead of Japan as California's leading overall export market, as the state's southern neighbor successfully weathered the effects of the 1998–99 South American currency crisis.

The ongoing U.S. economic expansion has set a record for longevity, but areas of concern remain, from the cost and availability of crude oil to volatility in the emerging markets of Russia and throughout Eastern Europe. While the huge market valuation placed on the so-called “dot.com” companies has helped fuel California's growth, the state's exposure to this speculative segment of the market is significantly greater than most other parts of the nation. Concerns exist regarding homeowners who tap into the equity of their homes to invest in the market. Warning flags have been raised over the asset quality at subprime lenders. DFI continues to monitor the economic situation as it affects our licensees, and is poised to act in the event of a reversal of fortune.

### STATE-CHARTERED BANKS

For the 215 state-chartered banks, total assets were \$113.4 billion at yearend 1999, an increase of \$9 billion or 8.6% from the \$104.4 billion reported as of yearend 1998. Loans outstanding increased \$7.9 billion over the year to \$72.0 billion, a 12.3% increase from the \$64.1

billion reported in 1998, while deposits at \$92.6 billion, were up \$5.1 billion or 5.8% from 1998's \$87.5 billion. Equity capital was \$11.1 billion, up \$600 million or 5.7% from the \$10.5 billion reported in 1998.

Net income at yearend 1999 was \$1.3 billion, up 30.0% from the \$1.0 billion reported in 1998. This caused the return on asset ratio to increase to 1.15% from 0.99% in 1998 and the return-on-equity ratio to increase to 11.7% from 9.87% a year earlier. The Federal Reserve's three interest rate increases in 1999 were a factor in the net interest margin rising to 4.25% from 3.92% in 1998.

Asset quality continued to improve. The non-current loan to total loan ratio dipped to 0.69% from 0.94% in 1998 and other real estate owned was down 27.7% from \$122.2 million to \$88.4 million. Reserve coverage of non-current loans increased from 201.05% to 262.83% over the year.

The net increase of three state banks was not representative of the activity during the year. Eight new banks opened for business and there were seven conversions to state bank charter by national banks, savings and loans, and a thrift and loan. This was offset by 11 state banks that were merged out of existence and one state bank that converted to national charter. The rate of conversions to state charter remained relatively steady, six in 1998 and seven in 1999. State bank mergers declined from 16 in 1998 to 11 in 1999.

Merger activity among state-chartered banks slowed somewhat in California during 1999. The number of mergers involving state-chartered banks was down 26%, from 23 in 1998 to 17, mirroring the 34% decline nationally. On the national level, the decrease in mergers was attributed to declining prices in bank stocks, and the fact that many of the most active buyers were themselves bought. Some analysts suggest that merger activity may pick up in 2000 as the Securities and Exchange Commission moves to ban pooling-of-interest as a method of accounting for mergers, while others feel that the market is lacking in catalysts to boost deal volume to pre-1999 levels.

### CREDIT UNIONS

State credit unions grew in number from 198 to 213 during the year. In large part, the growth was attributable to the conversion of 18 federal credit unions to state charter. This was offset somewhat by three state credit unions that merged out of existence.

The 18 conversions this year compared to 10 in 1998. Total loans increased from \$13.4 billion in 1998 to \$19.3 billion in 1999 a gain of 44.0%. Members' share accounts increased from \$18.1 billion to \$24.2 billion over the same period, a gain of 33.7%. Total assets increased from \$20.5 billion in 1998 to \$27.7 billion in 1999 a gain of 35.1%, and net income increased from \$195.1 million to \$265.7 million, over the same period, a gain of 36.2%.

The return-on-asset ratio was up from 0.95% in 1998 to 1.10% in 1999, while the net interest margin was up from 3.72% to 4.20% over the same period.

Asset quality improved over the year. The delinquent loan to total loan ratio went from 0.6% in 1998 to 0.5% in 1999, while the net charge off to average loan ratio was down from 0.7% to 0.6% over the same period.

## **INDUSTRIAL LOAN COMPANIES**

### **Thrift and Loan Associations**

Like the commercial banks that they closely resemble the 23 thrift and loans were buoyed by the continuing economic prosperity enjoyed by the state and the nation. Although the number of thrift and loan associations decreased by four during 1999 – a decline of almost 15% – loans, deposits and capital each posted double-digit gains. Loans were up 15.1% for the year, from \$7.3 billion in 1998 to \$8.4 billion in 1999. Deposits were up 13.2% over the same period, from \$7.6 billion to \$8.6 billion and capital was up 15.9% from \$817.9 million in 1998 to \$947.7 million in 1999. Assets edged up 8.8%—from \$9.1 billion in 1998 to \$9.9 billion in 1999.

While net interest income was up 10.6% from \$440.0 million in 1998 to \$486.7 million in 1999, net income was off 5.6%, from \$103.2 million to \$97.4 million over the same period. This caused the return-on-asset ratio to slide from 1.14% in 1998 to 0.98% in 1999 and the return-on-equity ratio to dip from 12.62% to 10.27% over the year. The net interest margin moved up slightly from 4.85% in 1998 to 4.9% in 1999.

Factors that played a cause in this drop were noninterest income, which was off 51.6%, from \$155.7 million in 1998 to \$75.3 million in 1999, and a 33.8% increase in the provision for loan losses, from \$65 million to \$87 million over the same period. The non-current loan to total loan ratio was down from 1.21%

in 1998 to 1.12% in 1999 and other real estate owned was down 15.6% from \$16.0 million to \$13.5 million over the same period. Reserve coverage of non-current loans was up from 147.84% in 1998 to 156.59% in 1999.

The Acting Commissioner of Financial Institutions took possession of Pacific Thrift and Loan Company, Woodland Hills, California on November 19, 1999.

Affinity Bank, Laguna Hills, California, assumed the insured deposits of Pacific Thrift and Loan Company and established a branch office at the location of its former head office.

### **Premium Finance Companies**

Total assets of 74 premium finance companies at yearend were \$285.2 million, a decline of \$45.9 million, or 13.9% from 1998's \$331.1 million. Net income was up 16.2% over the same period, from \$3.7 million to \$4.3 million, a gain of \$600 thousand. During the year, four premium finance companies opened and two closed.

## **TRUST COMPANIES AND DEPARTMENTS**


The carrying value of the trust assets of 28 state bank trust departments and 20 trust companies totaled \$524.8 billion at yearend 1999, up \$31.1 billion, or 6.3% from 1998's \$493.7 billion.

The fiduciary assets of 25 national banks and savings banks totaled \$988.9 billion, up \$53.8 billion or 5.8% from the \$935.1 billion reported in 1998.

Trust companies and departments performed well again in 1999. During the year ended December 31, 1999, income from fiduciary activities combined with the net income of trust companies was \$224.4 million, up 11.4% from the \$201.5 million reported one year previous.

## **FOREIGN BANKING**

Foreign banks with agency and branch offices in California continued to decline from the high point reached a decade ago. Total assets were down 31.3% from \$39.9 billion in 1998 to \$27.4 billion in 1999. Loans outstanding were down 30.3% over the same period, from \$34.6 billion to \$24.1 billion, while deposits edged down from \$6.5 billion to \$5.9 billion, a 9.2% decline. Total operating income was down 33.3% from \$3.6 billion in 1998 to \$2.4 billion in 1999. The



number of banks with state-licensed agencies and branch offices was 57, down from 66 a year previous, a decline of 13.6%.

Continuing aftershocks from the Asian economic crisis, strategic global business realignment and mergers among large multinational banks are the apparent causes for the downward trend, since the state's economy continued to boom.

## SAVINGS AND LOAN ASSOCIATIONS

State chartered savings and loan associations decreased in number by two during the year, which accounted for one-third of the total. Accordingly, loans, total assets, deposits and net income each were down. Loans declined from \$1.7 billion in 1998 to \$1.5 billion in 1999, an 11.8% decline, while deposits were off 25.0%, from \$2.4 billion to \$1.8 billion over the same period. Assets declined 19.2%, from \$2.6 billion in 1998 to \$2.1 billion in 1999, while net income edged down just 1.5% from \$26.3 million to \$25.9 million in 1999.

This led to a sizeable increase in the return-on-asset ratio, from 1.00 in 1998 to a strong 1.20% in 1999 and in the return-on-equity ratio from 13.19% to 14.21%. The net interest margin dropped from 3.12% to 2.95%.

Asset quality improved. The non-current loan to total loan ratio was 0.18% at yearend 1999, down from 0.28% a year previous, while other real estate owned dipped from \$800 thousand in 1998 to \$200 thousand in 1999, a 75.0% decline. Reserve coverage of non-current loans was up from 325.16% to 495.25% over the same period.

## SPECIAL LICENSEES

The Special Licensees Division regulates companies that issue payment instruments (money orders), issue travelers checks, and transmit money abroad. During 1998 \$76.7 billion in payment instruments were sold, an increase of \$9.1 billion or 13.5% from 1998. Over the same period \$1.6 billion in travelers checks were sold, down 5.9% from \$1.7 billion in 1998. Money transmissions originating in California totaled \$3.1 billion, up \$500 million or 19.2% from the \$2.6 billion reported in 1998.

During 1999, two issuers of payment instruments opened and one closed, while five transmitters of money abroad opened and one closed. At the end of the year, there were 68 special licensees, consisting of

49 transmitters of money abroad, 12 issuers of payment instruments and seven issuers of travelers checks.

## FEDERAL LEGISLATION

1999 was a landmark year for Federal Legislation. The Gramm-Leach-Bliley Act of 1999 repeals the Glass-Steagall Act of 1933, and the prohibition on insurance underwriting activities in the Bank Holding Company Act of 1956.

Other significant features of the Act created a category of Financial holding companies that may conduct a wide range of financial activities, including insurance and securities underwriting, and real estate investment and development. The Federal Reserve Board is to be the primary regulator of these companies. Banks are now allowed to conduct similar activities in direct subsidiaries.

Consumer provisions in the Act include a requirement for financial institutions to establish a "privacy policy", and to disclose it at the beginning of an account relationship and annually thereafter. Consumers may have the opportunity to block their confidential information being shared with third parties.

Bank holding companies are prohibited from certain mergers or acquisitions if any of their subsidiary banks have a CRA rating that is less than satisfactory.

Other legislative efforts included attempting to reform the bankruptcy laws. A bill had passed the House of Representatives but Congress adjourned before the Senate could vote on it. The bill will be taken up again in January 2000. Bills to strengthen the money laundering laws were introduced late in the legislative session, and will be processed in the year 2000.

## ATM FEES

During 1999, the surcharge imposed on a non-customers use of an ATM became headlines in two California cities, Santa Monica and San Francisco. Both cities passed an ordinance banning the surcharge. Two major banks involved, Bank of America, N.A. and Wells Fargo Bank, N.A. reconfigured their ATM's to prevent use by a non-customer, and subsequently filed suit in federal court. The Office of the Comptroller of the Currency filed an amicus brief in favor of the banks, and a federal judge granted the banks a temporary restraining order against the cities. A California Congresswoman has since introduced a bill to outlaw these surcharges.

## STATE-CHARTERED BANKS

On January 1, 1999, there were 212 state-chartered banks. During the year, eight banks opened for business, while three national banks, one federal savings bank, two state-chartered savings and loan associations and one state-chartered thrift and loan association converted to state chartered banks. Eleven banks became extinct through merger and one state-chartered bank converted to federal charter, bringing the total number of state banks as of December 31, 1999 to 215.

The banks opened and closed during the year are:

### NEW BANKS

Eight de novo banks opened:

<u>Name</u>	<u>Location</u>	<u>Capitalization</u>	<u>Opened</u>
Asiana Bank	Sunnyvale	\$6,638,784	2/19/99
Bank of Madera County	Oakhurst	\$4,634,020	10/18/99
Capitol Valley Bank	Roseville	\$4,500,000	3/3/99
Community Bank of San Joaquin, The	Stockton	\$11,184,846	11/5/99
Five Star Bank	Rocklin	\$12,065,672	12/20/99
Pacific Liberty Bank	Huntington Beach	\$5,639,000	5/17/99
Pacific Mercantile Bank	Newport Beach	\$8,362,510	3/1/99
Service 1st Bank	Stockton	\$11,063,109	11/10/99

### CONVERSIONS TO STATE CHARTER

Three national banks converted to state charter:

<u>Name</u>	<u>Location</u>	<u>Converted</u>
Auburn National Bank as Auburn Community Bank	Auburn	7/29/99
Downey National Bank as CalWest Bank	Downey	10/1/99
United Security Bank, N.A. as United Security Bank	Fresno	2/3/99

One federal savings bank converted to state charter:

<u>Name</u>	<u>Location</u>	<u>Converted</u>
Summit Savings Bank, FSB as Summit State Bank	Rohnert Park	1/15/99

Two state-chartered savings and loan associations converted to state chartered banks:

<u>Name</u>	<u>Location</u>	<u>Converted</u>
Palomar Savings & Loan Association as Palomar Community Bank	Escondido	11/4/99
Placer Savings Bank, as Placer Sierra Bank	Auburn	8/10/99

One state-chartered thrift and loan association converted to a state-chartered bank:

<u>Name</u>	<u>Location</u>	<u>Converted</u>
Pacific Crest Bank as Pacific Crest Bank	Agoura Hills	12/15/99

### CONVERSIONS TO NATIONAL CHARTER

One state-chartered bank converted to a federal savings bank

<u>Name</u>	<u>Location</u>	<u>Converted</u>
First American Trust Company as First American Trust, a Federal Savings Bank	Santa Ana	8/4/99

## MERGERS

In 1999, there were seventeen mergers involving state-chartered banks. The following table lists those mergers:

<b><u>Surviving California State Bank</u></b>	<b><u>Location</u></b>	<b><u>Merged Bank</u></b>	<b><u>Location</u></b>	<b><u>Date</u></b>
Bank of Orange County	Fountain Valley	Security First Bank	Fullerton	12/27/99
Bank of the West	San Francisco	Sierra West Bank	Truckee	7/1/99
California Bank & Trust	San Diego	Regency Bank	Fresno	10/8/99
CalWest Bank	Downey	National Business Bank	Torrance	12/30/99
Citizens Business Bank	Ontario	Orange National Bank	Orange	10/4/99
Community Bank of Central California <sup>a</sup>	Salinas	Cypress Bank	Seaside	7/9/99
County Bank	Merced	Town and Country Finance & Thrift Company	Turlock	11/23/99
East-West Bank	San Marino	First Central Bank, N.A.	Cerritos	5/28/99
First Bank & Trust	Newport Beach	Century Bank	Beverly Hills	12/31/99
Mid State Bank	Arroyo Grande	City Commerce Bank	Santa Barbara	8/31/99
Southern California Bank	Newport Beach	Pacific National Bank	Newport Beach	2/26/99
Valencia Bank & Trust	Santa Clarita	First Valley National Bank	Lancaster	12/1/99
<b><u>Surviving National Bank</u></b>	<b><u>Location</u></b>	<b><u>Merged Bank</u></b>	<b><u>Location</u></b>	<b><u>Date</u></b>
City National Bank	Beverly Hills	American Pacific State Bank	Sherman Oaks	8/27/99
U.S. Bank, N.A.	Minneapolis, MN	Bank of Commerce	San Diego	7/15/99
		Santa Monica Bank	Santa Monica	11/15/99
		Southern California Bank	Newport Beach	11/15/99
<b><u>Surviving Other State Bank</u></b>	<b><u>Location</u></b>	<b><u>Merged Bank</u></b>	<b><u>Location</u></b>	<b><u>Date</u></b>
Banco Popular North America	New York, NY	First State Bank of Southern California	Santa Fe Springs	1/23/99

<sup>a</sup> Name of surviving bank changed from Bank of Salinas



## CREDIT UNIONS

On January 1, 1999, there were 203 state-chartered credit unions, including five out-of-state credit unions. During the year, 18 federal credit unions converted to state charter and three state-chartered credit unions merged, leaving 218 credit unions at yearend 1999, including five out-of-state credit unions.

### CONVERSIONS TO STATE CHARTER

Eighteen federal credit unions converted to state charter:

<b><u>Name</u></b>	<b><u>Location</u></b>	<b><u>Converted</u></b>
1st Pacific Federal Credit Union as 1st Pacific Credit Union	Vallejo	12/29/99
ARCO Federal Credit Union as ARCO Credit Union	Los Angeles	9/2/99
Cabrillo Federal Credit Union as Cabrillo Credit Union	San Diego	7/8/99
First Financial Federal Credit Union as First Financial Credit Union	West Covina	5/14/99
H & H Federal Credit Union as Media City Credit Union	Burbank	6/30/99
Mather Federal Credit Union, Sacramento as Heritage Community Credit Union	Sacramento	2/25/99
Monterey Federal Credit Union as Monterey Credit Union	Monterey	9/1/99
Orange County Federal Credit Union as Orange County's Credit Union	Santa Ana	8/12/99
Pacific IBM Employees Federal Credit Union as Pacific IBM Employees Credit Union <sup>a</sup>	San Jose	2/1/99
Pacific Life Federal Credit Union as Pacific Life Credit Union	Newport Beach	9/2/99
Pacific Service Federal Credit Union as Pacific Service Credit Union	Walnut Creek	9/1/99
Po-Tel Federal Credit Union as Inland Empire Credit Union	Pomona	4/20/99
Premier America Federal Credit Union as Premier America Credit Union	Chatsworth	12/20/99
Schools Federal Credit Union as Schools Financial Credit Union	Sacramento	4/1/99
Southland Civic Federal Credit Union as Southland Civic Credit Union	Downey	9/1/99
Telesis Federal Credit Union as Telesis Credit Union	Chatsworth	3/24/99
Travis Federal Credit Union as Travis Credit Union	Vacaville	12/28/99
Vintage Federal Credit Union as Vintage Credit Union <sup>b</sup>	Modesto	4/30/99

<sup>a</sup> name changed to Meriwest Credit Union – 9/8/99

<sup>b</sup> name changed to Valley First Credit Union – 8/26/99



## MERGERS

There were nine mergers involving state-chartered credit unions:

<u>Surviving State Credit Union</u>	<u>Location</u>	<u>Merged Credit Union</u>	<u>Location</u>	<u>Merged</u>
First Entertainment Credit Union	Hollywood	Las Vegas Credit Union	Las Vegas, NV	1/4/99
Monterey County Employees Credit Union	Salinas	Monterey-San Benito Grange Credit Union	Salinas	10/14/99
Pacific Life Credit Union	Newport Beach	Pacific Commerce Credit Union	Arcadia	10/20/99
Provident Central Credit Union	Redwood City	Peninsula Herald Federal Credit Union	Monterey	7/30/99
Peninsula Postal Credit Union Ltd.	San Jose	San Francisco Postal Credit Union	San Francisco	8/30/99
Redwood Credit Union	Santa Rosa	St. Anselms Federal Credit Union	San Anselmo	12/10/99
San Gabriel Valley Credit Union	Walnut	Libby Associates Federal Credit Union	Walnut	12/31/99
Southland Civic Credit Union	Downey	Laire Federal Credit Union	Rancho Cucamonga	10/5/99
Vintage Credit Union <sup>a</sup>	Modesto	Stanislaus Federal Credit Union	Modesto	6/30/99

<sup>a</sup> name changed to Valley First Credit Union – 8/26/99

## INDUSTRIAL LOAN COMPANIES

On January 1, 1999, there were 27 thrift and loan associations. During the year, one thrift and loan association was closed and ordered liquidated, one merged, one converted to a state-chartered bank, and one voluntarily liquidated to bring the total number of thrift and loan associations at yearend to twenty-three.

There were 72 premium finance companies on January 1, 1998. During the year, four premium finance companies opened, and two closed, making 74 premium finance companies at yearend 1999.

### LICENSE REVOCATION

One thrift and loan association was closed and ordered liquidated by the Acting Commissioner of Financial Institutions:

<u>Name</u>	<u>Location</u>	<u>Acquiring Institution</u>	<u>Location</u>	<u>Closed</u>
Pacific Thrift and Loan Company	Woodland Hills	Affinity Bank	Ventura	11/19/99

### MERGER

One thrift and loan association merged into a state-chartered bank:

<u>Surviving Institution</u>	<u>Location</u>	<u>Merged Institution</u>	<u>Location</u>	<u>Merged</u>
County Bank	Turlock	Town and Country Finance and Thrift Company	Turlock	11/23/99

### CONVERSION

One state-chartered thrift and loan association converted to a state-chartered bank:

<u>Name</u>	<u>Location</u>	<u>Converted</u>
Pacific Crest Bank as Pacific Crest Bank	Agoura Hills	12/15/99

### VOLUNTARY SURRENDER OF LICENSE

One thrift and loan association surrendered its license:

<u>Name</u>	<u>Location</u>	<u>Closed</u>
Royal Thrift & Loan Company	Los Angeles	3/15/99

## NEW PREMIUM FINANCE COMPANIES

Four premium finance companies opened for business:

<u>Name</u>	<u>Location</u>	<u>Opened</u>
APFS, Inc. dba American Pioneer Financial Services	Anaheim	2/3/99
DBA Financial, Inc.	Arcata	4/6/99
Premium Star Finance Company	Anaheim	5/17/99
Zenith Premium Acceptance Corporation	Woodland Hills	6/2/99

## VOLUNTARY SURRENDER OF LICENSE

Two premium finance companies surrendered their licenses:

<u>Name</u>	<u>Location</u>	<u>Closed</u>
Hawk Financial Services	Los Angeles	4/26/99
Zenith Premium Acceptance Corporation	Woodland Hills	12/23/99

## TRUST COMPANIES AND DEPARTMENTS

On January 1, 1999, there were 21 trust companies. During the year, one trust company merged, to bring the total number of trust companies at yearend to twenty.

At the start of the year, there were 30 state banks with trust powers. During the year, one banks was granted trust powers, one bank converted to a federal savings bank, two banks with trust departments merged, making 28 banks with trust powers as of December 31, 1999.

### MERGERS

<u>Surviving Institution</u>	<u>Location</u>	<u>Merged Institution</u>	<u>Location</u>	<u>Merged</u>
J.P. Morgan Trust Company California	Los Angeles	J.P. Morgan FSB	Palm Beach, FL	10/1/99

### TRUST POWERS

One state-chartered bank was granted trust powers:

<u>Name</u>	<u>Location</u>	<u>Effected</u>
Manufacturers Bank	Los Angeles	11/5/99

## FOREIGN (OTHER NATION) BANKS

On January 1, 1999, there were 79 agencies and branch offices of foreign (other nation) banks representing 66 banks. During the year, one agency and one branch opened, while one branch office and 15 agencies closed, leaving 35 agencies and 30 branch offices representing 57 banks on December 31, 1999.

Of the total, 20 are depository agencies, 15 are nondepository agencies, four are limited branch offices, three are retail branch offices and 23 are wholesale branch offices. The offices opened and closed during the year are presented on the following tables:

### AGENCIES AND BRANCH OFFICES OF FOREIGN (OTHER NATION) BANKS OPENED

One agency and one branch office opened during the year:

<u>Name</u>	<u>Country</u>	<u>Location</u>	<u>Opened</u>
<b><u>Wholesale Branch Office</u></b>			
Bank Sinopac	Taiwan	Los Angeles	6/25/99
<b><u>Nondepository Agency</u></b>			
Hanvit Bank <sup>a</sup>	Korea	Los Angeles	1/4/99

<sup>a</sup> In connection with the merger of The Commercial Bank of Korea Ltd., and Hanil Bank to form Hanvit Bank

### AGENCIES AND BRANCH OFFICES OF FOREIGN (OTHER NATION) BANKS CLOSED

One branch office and 15 agencies closed during the year:

<u>Name</u>	<u>Country</u>	<u>Location</u>	<u>Closed</u>
<b><u>Nondepository Agencies</u></b>			
Fuji Bank, Ltd., The	Japan	San Francisco	1/29/99
Hanil Bank <sup>a</sup>	Korea	Los Angeles	1/4/99
Hanvit Bank <sup>a</sup>	Korea	Los Angeles	2/22/99
Long-Term Credit Bank of Japan, Ltd., The	Japan	Los Angeles	10/22/99
Mitsubishi Trust and Banking Corporation, The <sup>b</sup>	Japan	Los Angeles	9/1/99
Toyo Trust and Banking Company, Limited, The	Japan	Los Angeles	3/26/99
<b><u>Depository Agencies</u></b>			
ABN Amro Bank, N.V. <sup>b</sup>	Netherlands	Los Angeles	3/31/99
		San Francisco	3/31/99
Bayerische Hypo-und Vereinsbank Aktiengesellschaft	Germany	Los Angeles	8/14/99
Dai-Ichi Kangyo Bank, Ltd., The	Japan	San Francisco	1/21/99
Industrial Bank of Japan Ltd., The	Japan	San Francisco	10/1/99
Overseas Union Bank Limited	Singapore	San Francisco	10/31/99
PT Bank Dagang Negara (Persero)	Indonesia	Los Angeles	7/30/99
Royal Bank of Canada	Canada	Los Angeles	2/25/99
Sumitomo Trust & Banking Company Limited, The	Japan	Los Angeles	3/15/99

<sup>a</sup> In connection with the merger of The Commercial Bank of Korea Ltd., and Hanil Bank to form Hanvit Bank

<sup>b</sup> Transformed to a representative office

**Wholesale Branch Office**

Credit Suisse First Boston

Switzerland

Los Angeles

5/5/99

**REPRESENTATIVE OFFICES OF FOREIGN (OTHER NATION) BANKS**

On January 1, 1999, there were 26 representative offices of foreign (other nation) banks representing 25 banks. During the year, six representative offices opened and five closed, leaving 27 representative offices representing 25 banks on December 31, 1999. The representative offices that opened and closed are shown on the following tables:

**REPRESENTATIVE OFFICES OF FOREIGN (OTHER NATION) BANKS OPENED**

Six representative offices of foreign (other nation) banks opened during the year:

<b><u>Name</u></b>	<b><u>Country</u></b>	<b><u>Location</u></b>	<b><u>Opened</u></b>
ABN Amro Bank, N.V. <sup>a</sup>	Netherlands	Los Angeles	3/31/99
		San Francisco	3/31/99
Industrial Bank of Japan, Ltd., The	Netherlands	San Francisco	10/1/99
Mitsubishi Trust and Banking Corporation, The <sup>b</sup>	Japan	Los Angeles	9/1/99
Siam Commercial Bank PCL	Thailand	Los Angeles	7/26/99
Sumitomo Trust & Banking Company Limited, The	Japan	Los Angeles	3/15/99

<sup>a</sup> Transformed from a depositary agency

<sup>b</sup> Transformed from nondepositary agency

**REPRESENTATIVE OFFICES OF FOREIGN (OTHER NATION) BANKS CLOSED**

Five representative offices of foreign (other nation) banks closed during the year:

<b><u>Name</u></b>	<b><u>Country</u></b>	<b><u>Location</u></b>	<b><u>Closed</u></b>
Aichi Bank, Ltd., The	Japan	Los Angeles	11/30/99
Banque Auxiliare Michel Inchauspé	France	Bakersfield	6/1/99
BHF-BANK Aktiengesellschaft	Germany	Long Beach	6/30/99
National Westminster Bank PLC	United Kingdom	Beverly Hills	9/30/99
Tokai Bank Ltd.	Japan	San Francisco	1/31/99



## FOREIGN (OTHER STATE) BANKS

On January 1, 1999, there were 47 foreign (other state) banks with facilities in California. During the year, one banks opened facilities and five banks' facilities closed, leaving 43 foreign (other state) banks with facilities on December 31, 1999, of which 35 were insured, foreign (other state) banks and eight were non-insured foreign (other state) banks. The facilities that opened and closed are shown on the following tables:

### FACILITIES OF FOREIGN (OTHER STATE) BANKS OPENED

One foreign (other state) banks opened facilities during the year:

<u>Name</u>	<u>State</u>	<u>Location</u>	<u>Opened</u>
<b><u>Insured Banks</u></b>			
Union Planters Bank, N.A.	Tennessee	Irvine	1/14/99

### FACILITIES OF FOREIGN (OTHER STATE) BANKS CLOSED

Five foreign (other state) banks closed their facilities during the year:

<u>Name</u>	<u>State</u>	<u>Location</u>	<u>Closed</u>
<b><u>Insured Banks</u></b>			
Bank Audi (USA)	New York	Glendale	6/1/99
Enterprise National Bank of Palm Beach	Florida	Santa Ana	2/8/99 <sup>a</sup>
NationsBank, N.A.	North Carolina	Los Angeles	7/23/99
Republic Bank	Florida	Irvine	3/31/99
<b><u>Non-insured Banks</u></b>			
Smith Barney Private Trust Company	New York	Sherman Oaks	3/31/99

<sup>a</sup> Enterprise National Bank of Palm Beach discontinued operations of all three facilities here in California effective 11/30/98 but notification was not received until 2/8/99.

## SAVINGS AND LOAN ASSOCIATIONS

On January 1, 1999 there were six state-chartered savings and loan associations. During the year two converted to state chartered banks, leaving four savings and loan associations as of yearend 1999.

### CONVERSIONS TO STATE CHARTER

Two savings and loan associations converted to state chartered banks:

<u>Name</u>	<u>Location</u>	<u>Converted</u>
Palomar Savings & Loan Association as Palomar Community Bank	Escondido	11/4/99
Placer Savings Bank, as Placer Sierra Bank	Auburn	8/10/99

## SPECIAL LICENSEES

On January 1, 1999, there were 44 transmitters of money abroad, eleven issuers of payment instruments and seven issuers of travelers checks. During the year, six transmitters of money abroad opened and two closed while two issuers of payment instruments opened and one closed. As of yearend 1999, there were 48 transmitters of money abroad. There were 12 issuers of payment instruments and seven issuers of travelers checks licensed by the Department of Financial Institutions.

### NEW TRANSMITTERS OF MONEY ABROAD

Six transmitters of money abroad were licensed during the year:

<u>Name</u>	<u>Location</u>	<u>Opened</u>
Comercial dos Acores, Inc.	San Jose	1/21/99
Dolex Dollar Express, Inc	Arlington, TX	10/15/99
International Money Transmissions Systems, Inc.	Los Angeles	12/3/99
Le's Intercontinental Money Transfer	Westminster	10/15/99
Occidente Corporation, USA	Los Angeles	1/13/99
Western Union Financial Services, Inc. <sup>a</sup>	Englewood, CO	12/17/99

### TRANSMITTER OF MONEY ABROAD SURRENDER OF LICENSE

Two transmitters of money abroad voluntarily surrendered their licenses:

<u>Name</u>	<u>Location</u>	<u>Closed</u>
Continental Currency Transfers, Inc.	Santa Ana	2/16/99
Western Union Financial Services, Inc. <sup>a</sup>	Englewood, CO	12/17/99

<sup>a</sup> In connection with a corporate restructuring

### NEW ISSUER OF PAYMENT INSTRUMENTS

Two issuers of payment instruments were opened during the year:

<u>Name</u>	<u>Location</u>	<u>Opened</u>
PayMyBills.com	Pasadena	9/17/99
Wells Fargo & Company <sup>a</sup>	San Francisco	5/7/99

<sup>a</sup> License reissued in connection with a corporate restructuring

### ISSUER OF PAYMENT INSTRUMENTS SURRENDER OF LICENSE

One issuer of payment instruments voluntarily surrendered its license:

<u>Name</u>	<u>Location</u>	<u>Closed</u>
BankAmerica Corporation	San Francisco	12/21/99

## LIQUIDATIONS PENDING

The Acting Commissioner was conducting the following liquidations during 1999:

1. Canadian Commercial Bank  
On September 1, 1985, the Superintendent of Banks took possession of the California property and business of Canadian Commercial Bank; and on September 10, 1985, the Superintendent ordered that the California property and business of the Bank be liquidated. At the time of the seizure, the Bank, a bank organized under the laws of Canada, was licensed to maintain a nondepository agency in Santa Ana and representative offices in Los Angeles and San Francisco.
2. United Security Trust Company  
On February 24, 1989, the Superintendent of Banks took possession of the property and business of United Security Trust Company and ordered that the Company be liquidated. At the time of the seizure, the Company, a corporation organized under the laws of the State of California and headquartered in Santa Barbara, was authorized to transact trust business.
3. First Independent Trust Company  
On May 19, 1989, the Superintendent of Banks took possession of the property and business of First Independent Trust Company and ordered that the Company be liquidated. At the time of the seizure, the Company, a corporation organized under the laws of the State of California and headquartered in Sacramento, was authorized to transact trust business.
4. Global Telegraph Corporation  
On February 25, 1992, the Superintendent of Banks took possession of the property and business of Global Telegraph Corporation; and on February 27, 1992, the Superintendent ordered that the Corporation be liquidated. At the time of the seizure, the Corporation, a corporation organized under the laws of the State of Nevada, was licensed to engage in the business of receiving money for transmission to foreign countries.
5. P.T.Bank Dagang Nasional Indonesia  
On August 21, 1998, the Commissioner of Financial Institutions took possession of the California property and business of P.T. Bank Dagang Nasional Indonesia; on September 3, 1998, the Commissioner ordered that the California property and business be liquidated. At the time of the seizure, the Bank, a corporation organized under the laws of Indonesia, was licensed to maintain a depository agency in Los Angeles.

## STATEMENT OF FINANCIAL CONDITION

**AS OF DECEMBER 31, 1999**  
**(IN THOUSANDS OF DOLLARS)**

Number of institutions 215

**Assets**

Cash and due from banks	\$5,936,977
Securities	24,914,864
Federal funds sold	6,086,668
Loans	71,994,271
Less allowance for loan losses	1,300,351
Trading assets	132,456
Premises and fixed assets	1,169,230
Other real estate owned	148,460
Investments in unconsolidated subsidiaries	34,586
Customers' liability under acceptances	95,022
Intangible assets	1,841,137
Other assets	2,309,879

***Total assets*** ***\$113,363,199***

**Liabilities and capital**

Total deposits	\$92,552,552
Federal funds purchased	3,669,871
Demand notes issued to the U.S. Treasury	277,267
Trading liabilities	9,807
Other borrowed money	3,622,369
Liability on acceptances outstanding	95,024
Subordinated notes and debentures	613,917
Other liabilities	1,384,704
Perpetual preferred stock	53,303
Common stock	2,745,477
Surplus	4,754,999
Undivided profits and capital reserves	3,817,253
Unrealized gains on available-for-sale securities	(233,344)
Total equity capital	11,137,688

***Total liabilities and capital*** ***\$113,363,199***

# STATEMENT OF INCOME

**FOR THE YEAR ENDED DECEMBER 31, 1999**  
**(IN THOUSANDS OF DOLLARS)**

## Interest income

Loans	\$5,714,322
Lease financing receivables	136,793
Due from depository institutions	91,418
Securities	1,357,884
Trading assets	6,194
Federal funds sold	255,127
<b><i>Total interest income</i></b>	<b><i>\$7,561,738</i></b>

## Interest expense

Deposits	2,411,887
Federal funds purchased	134,467
Borrowings	161,974
Subordinated notes	36,142
<b><i>Total interest expense</i></b>	<b><i>\$2,744,470</i></b>

Net interest income \$4,817,268

Provision for loan loss \$296,582

## Noninterest income

Fiduciary activities	\$135,761
Service charges	333,005
Trading revenue	33,913
Other fee income	383,028
All other noninterest income	314,152
<b><i>Total noninterest income</i></b>	<b><i>\$1,199,859</i></b>

Realized gains on securities \$4,229

## Noninterest expense

Salaries	\$1,810,487
Premises and fixed assets	509,680
Other noninterest expense	1,288,590
<b><i>Total noninterest expense</i></b>	<b><i>\$3,608,757</i></b>

Income before income taxes and extraordinary items \$2,116,017

Income tax 813,280

Income before extraordinary items 1,302,737

Extraordinary items 1

***Net income*** ***\$1,302,738***

## PROFILE OF STATE CHARTERED BANKS

(IN MILLIONS OF DOLLARS)

<u>PERIOD ENDING</u>	<u>12/31/1996</u>	<u>12/31/1997</u>	<u>12/31/1998</u>	<u>12/31/1999</u>
Number of Banks	221	212	213	215
Loans & Leases (Net)*	52,374.1	56,002.7	64,119.7	71,994.3
Reserve for loans	1,118.1	1,128.8	1,213.9	1,300.0
Total Assets	83,895.3	91,305.6	104,426.3	113,363.2
Total Deposits	70,984.5	77,515.0	87,477.6	92,552.6
Total Equity Capital	8,167.9	8,892.1	10,454.7	11,137.7
Noncurrent Loans & Leases**	798.4	607.2	603.8	494.6
Total Past Due Loans & Leases***	1,397.7	1,124.3	1,163.4	971.7
Other Real Estate Owned****	337.5	196.1	122.2	88.4
Interest Earned	5,863.4	6,406.6	6,496.9	7,561.7
Interest Expense	2,201.1	2,399.1	2,401.8	2,744.5
Net Interest Income	3,662.4	4,007.5	4,095.1	4,817.3
Noninterest Income	912.7	975.8	1,021.7	1,199.9
Loan Loss Provision	283.3	257.8	236.7	296.6
Noninterest Expense	3,012.6	3,133.5	3,246.8	3,608.8
Net Income	818.4	1,016.8	1,032.3	1,302.7
Return on Assets	0.98	1.11	0.99	1.15
Return on Equity	10.02	11.43	9.87	11.70
Net Interest Margin	4.37	4.39	3.92	4.25
Loans & Leases/Deposits	73.78	72.25	73.30	77.79
Loans & Leases/Assets	62.43	61.34	61.40	63.51
LLR/Total Loans	2.13	2.02	1.89	1.81
Equity Capital/Assets	9.74	9.74	10.01	9.82
Noncurrent Loans & Leases/Total Loans & Leases	1.52	1.08	0.94	0.69
Total Past Due Loans & Leases/Total Loans & Leases	2.67	2.01	1.81	1.35
Reserves for Loans/Noncurrent Loans & Leases	140.03	185.90	201.05	262.83

\* Net of unearned income.

\*\* Noncurrent loans & leases are loans & leases past due 90 days or more and nonaccruals.

\*\*\* Includes noncurrent loans & leases plus loans & leases 30-89 days delinquent.

\*\*\*\* Other Real Estate Owned (ORE) is Total ORE less direct and indirect investments in real estate ventures;



## SELECTED FINANCIAL DATA - STATE-CHARTERED BANKS

**AS OF DECEMBER 31, 1999  
IN THOUSANDS OF DOLLARS**

<u>Name</u>	<u>Location</u>	<u>Assets</u>	<u>Loans</u>	<u>Loan Loss Reserve</u>	<u>Deposits</u>	<u>Capital</u>	<u>Net Income</u>	<u>ROA</u>	<u>ROE</u>
Alliance Bank	Culver City	112,654	93,484	1,707	103,106	6,801	1,381	1.23	20.31
America California Bank	San Francisco	81,858	57,330	986	73,022	5,386	(384)	(0.47)	(7.13)
American Business Bank	Los Angeles	116,798	41,518	685	102,321	12,202	(816)	(0.70)	(6.69)
American Commercial Bank	Ventura	245,421	181,325	1,978	209,903	22,493	2,858	1.16	12.71
American International Bank	Los Angeles	198,833	107,510	1,651	166,821	19,935	2,177	1.09	10.92
American River Bank	Sacramento	201,225	121,581	1,679	181,367	16,287	3,001	1.49	18.43
Antelope Valley Bank	Lancaster	216,204	141,202	1,781	189,866	22,303	2,938	1.36	13.17
Asahi Bank of California	Los Angeles	129,583	42,873	1,646	105,530	23,766	1,275	0.98	5.36
Asiana Bank	Sunnyvale	19,612	8,411	138	14,031	5,140	(1,479)	(7.54)	(28.77)
Auburn Community Bank	Auburn	32,954	27,786	239	29,209	3,500	12	0.04	0.34
Bank of Agriculture and Commerce	Stockton	168,738	85,646	1,128	155,436	12,377	1,679	1.00	13.57
Bank of Alameda	Alameda	80,953	49,712	750	69,417	6,457	234	0.29	3.62
Bank of Amador	Jackson	84,270	57,809	769	72,378	11,467	1,627	1.93	14.19
Bank of America Community Development Bank	Walnut Creek	710,463	699,674	3,338	18,423	75,093	10,249	1.44	13.65
Bank of Canton of California	San Francisco	910,367	359,906	6,699	722,700	140,553	7,950	0.87	5.66
Bank of Coronado	Coronado	61,069	41,099	357	55,547	5,037	469	0.77	9.31
Bank of Granada Hills	Granada Hills	78,495	49,502	862	70,776	7,168	802	1.02	11.19
Bank of Hemet, The	Hemet	270,269	220,991	2,416	246,717	21,606	2,708	1.00	12.53
Bank of Hollywood, The	Los Angeles	130,475	67,484	2,077	115,295	13,877	1,551	1.19	11.18
Bank of Lake County	Lakeport	92,163	50,054	1,719	77,981	7,047	1,595	1.73	22.63
Bank of Lakewood	Lakewood	24,308	15,232	328	21,982	2,196	(984)	(4.05)	(44.81)
Bank of Los Altos	Los Altos	200,455	129,385	1,508	182,973	11,344	1,615	0.81	14.24
Bank of Madera County	Oakhurst	7,125	2,264	22	3,193	3,892	(273)	(3.83)	(7.01)
Bank of Marin	Corte Madera	346,684	217,968	3,376	315,870	28,691	3,650	1.05	12.72
Bank of Oakland	Oakland	57,826	41,095	619	51,934	4,587	507	0.88	11.05
Bank of Orange County	Fountain Valley	128,713	98,154	1,894	108,078	19,182	318	0.25	1.66
Bank of Petaluma	Petaluma	194,739	119,909	1,596	162,228	14,894	2,305	1.18	15.48
Bank of Rio Vista	Rio Vista	119,516	38,920	544	104,447	14,212	681	0.57	4.79
Bank of Sacramento	Sacramento	65,488	38,563	481	56,249	8,795	(879)	(1.34)	(9.99)
Bank of San Francisco, The	San Francisco	184,473	94,472	1,525	139,093	23,331	4,057	2.20	17.39
Bank of Santa Clara	Santa Clara	326,934	215,331	2,304	293,702	31,368	4,403	1.35	14.04
Bank of Stockton	Stockton	1,002,227	624,231	18,920	836,823	111,363	12,903	1.29	11.59
Bank of the Orient	San Francisco	361,546	278,702	3,766	326,173	26,376	2,218	0.61	8.41
Bank of the Sierra	Porterville	459,218	322,665	3,462	385,818	36,700	5,612	1.22	15.29
Bank of the West	San Francisco	9,565,406	7,169,244	87,737	7,370,434	1,151,063	83,907	0.88	7.29
Bank of Ventura	Ventura	67,414	41,380	556	61,663	5,501	743	1.10	13.51

<b>Name</b>	<b>Location</b>	<b>Assets</b>	<b>Loan Loss</b>		<b>Deposits</b>	<b>Capital</b>	<b>Net</b>	<b>ROA</b>	<b>ROE</b>
			<b>Loans</b>	<b>Reserve</b>			<b>Income</b>		
Bank of Visalia	Visalia	102,238	51,372	724	92,114	6,882	596	0.58	8.66
Bank of Walnut Creek	Walnut Creek	295,976	213,959	4,466	261,908	26,389	4,596	1.55	17.42
Bank of Willits	Willits	79,338	33,325	1,027	66,301	13,021	1,187	1.50	9.12
Bay Area Bank	Redwood City	170,239	118,841	3,425	152,614	13,120	311	0.18	2.37
Bay Bank of Commerce	San Leandro	144,046	103,184	2,688	130,434	10,308	(219)	(0.15)	(2.12)
BNY Western Trust Co.	Los Angeles	250,958	0	0	5,421	220,612	10,528	4.20	4.77
Borel Bank and Trust Co.	San Mateo	315,299	233,635	3,971	285,639	25,136	5,403	1.71	21.50
Business Bank of California	San Bernardino	225,364	116,383	1,242	186,808	18,681	1,940	0.86	10.38
Butte Community Bank	Paradise	158,167	118,411	1,390	142,876	13,760	2,223	1.41	16.16
BYL Bank Group	Orange	353,699	268,640	2,610	323,107	29,029	3,126	0.88	10.77
California Bank & Trust	San Diego	6,566,985	4,559,137	85,210	5,425,928	679,288	49,444	0.75	7.28
California Center Bank	Los Angeles	351,664	235,459	6,561	309,228	35,139	5,146	1.46	14.64
California Cho Hung Bank	Los Angeles	89,337	74,301	3,290	53,785	35,373	1,548	1.73	4.38
California Commerce Bank	Century City	1,840,307	1,043,788	21,003	1,613,374	130,711	30,121	1.64	23.04
California Korea Bank	Los Angeles	593,846	384,483	8,351	531,955	56,442	8,383	1.41	14.85
California Oaks State Bank	Thousand Oaks	41,612	20,660	215	38,052	3,468	(457)	(1.10)	(13.18)
California Pacific Bank	San Francisco	77,512	44,500	1,423	63,467	13,081	1,009	1.30	7.71
Calwest Bank	Torrance	72,425	51,348	642	57,612	14,568	(1,147)	(1.58)	(7.87)
Camarillo Community Bank	Camarillo	100,874	63,535	967	90,934	9,455	946	0.94	10.01
Capital Bank of North County	Carlsbad	101,536	64,349	692	93,597	7,279	1,051	1.04	14.44
Capitol Valley Bank	Roseville	26,019	15,487	81	22,331	3,602	(898)	(3.45)	(24.93)
Cathay Bank	Los Angeles	1,995,924	1,265,087	19,502	1,728,239	172,646	30,478	1.53	17.65
Cedars Bank	Los Angeles	211,019	143,998	1,818	185,518	16,988	1,569	0.74	9.24
Central California Bank	Sonora	38,097	26,340	296	33,412	4,459	(252)	(0.66)	(5.65)
Central Sierra Bank	San Andreas	100,552	66,984	927	90,413	9,410	1,039	1.03	11.04
Cerritos Valley Bank	Norwalk	127,653	68,082	1,277	102,303	9,913	1,758	1.38	17.73
Charter Pacific Bank	Agoura Hills	93,109	54,963	1,108	79,211	12,275	2,047	2.20	16.68
Chinatrust Bank (U.S.A.)	Torrance	1,305,851	874,368	11,272	1,055,806	112,985	16,591	1.27	14.68
Citizens Bank of Nevada County	Nevada City	61,829	48,669	620	54,669	6,259	696	1.13	11.12
Citizens Business Bank	Ontario	2,008,388	953,421	16,762	1,506,796	137,372	29,178	1.45	21.24
CivicBank of Commerce	Oakland	385,196	285,537	4,850	334,884	45,935	5,791	1.50	12.61
Clovis Community Bank	Clovis	167,023	81,254	2,236	149,147	15,816	718	0.43	4.54
CNA Trust Corporation	Costa Mesa	158,378	0	0	120,454	23,386	1,393	0.88	5.96
Coast Commercial Bank	Santa Cruz	369,335	208,313	3,726	301,852	31,072	6,979	1.89	22.46
Comerica Bank-California	San Jose	4,634,099	3,844,409	68,128	3,715,817	514,412	75,156	1.62	14.61
Commercial Bank of San Francisco	San Francisco	175,563	87,029	1,639	157,914	15,730	1,064	0.61	6.76
Community Bank	Pasadena	1,084,592	738,984	11,481	856,727	86,559	11,660	1.08	13.47
Community Bank of Central California	Salinas	593,735	395,597	5,596	522,394	50,884	8,339	1.40	16.39
Community Bank of San Joaquin	Stockton	20,692	1,033	16	11,142	9,325	(660)	(3.19)	(7.08)
Community Bank of the Bay	Oakland	37,143	21,009	480	27,857	5,284	(716)	(1.93)	(13.55)
County Bank	Merced	557,904	332,068	6,542	495,607	40,960	5,529	0.99	13.50

Name	Location	Assets	Loan Loss		Deposits	Capital	Net	ROA	ROE
			Loans	Reserve			Income		
Dai-Ichi Kangyo Bank of California	Los Angeles	802,207	86,612	4,508	508,094	58,858	3,773	0.47	6.41
Desert Community Bank	Victorville	262,758	184,218	2,116	234,491	21,759	2,919	1.11	13.42
East County Bank	Antioch	78,345	49,308	1,078	71,871	6,227	495	0.63	7.95
Eastern International Bank	Los Angeles	73,511	58,479	1,275	65,037	7,907	517	0.70	6.54
East-West Bank	Los Angeles	2,150,314	1,507,717	20,844	1,503,293	150,051	28,557	1.33	19.03
Eldorado Bank	Tustin	1,116,097	670,144	7,504	875,537	80,942	7,933	0.71	9.80
Encino State Bank	Encino	85,630	36,672	375	79,110	6,347	275	0.32	4.33
EverTrust Bank	City of Industry	114,288	68,506	707	99,675	13,254	926	0.81	6.99
Exchange Bank	Santa Rosa	858,403	496,213	8,035	758,888	87,105	12,715	1.48	14.60
Farmers & Merchants Bank of Central California	Lodi	820,682	413,424	9,787	687,172	78,990	9,331	1.14	11.81
Farmers and Merchants Bank of Long Beach	Long Beach	1,862,255	439,770	30,814	1,228,966	434,788	37,728	2.03	8.68
FCB Taiwan California Bank	Alhambra	129,253	75,991	680	96,687	28,967	345	0.27	1.19
Feather River State Bank	Yuba City	301,162	161,640	6,771	273,778	23,773	1,544	0.51	6.49
First American Bank	Rosemead	137,122	74,549	1,868	125,959	10,173	1,392	1.02	13.68
First Bank & Trust	Newport Beach	943,445	736,812	15,581	804,476	102,014	7,698	0.82	7.55
First Bank of California	Sacramento	431,591	379,631	8,233	368,117	47,991	6,333	1.47	13.20
First Bank of San Luis Obispo	San Luis Obispo	208,597	121,854	1,351	143,956	16,925	2,510	1.20	14.83
First Commerce Bank	Los Angeles	50,985	32,060	1,120	44,174	6,631	(426)	(0.84)	(6.42)
First Community Bank of the Desert	Indian Wells	121,363	74,604	1,564	111,820	8,824	1,205	0.99	13.66
First Continental Bank	Rosemead	270,632	170,136	1,994	248,121	21,368	2,999	1.11	14.04
First Counties Bank	Clearlake	90,656	60,885	1,164	81,057	8,693	953	1.05	10.96
First Credit Bank	Los Angeles	293,448	193,962	5,019	252,444	35,676	8,984	3.06	25.18
First International Bank	Chula Vista	61,669	40,769	1,063	55,298	6,127	744	1.21	12.14
First Mountain Bank	Big Bear Lake	86,742	53,194	793	79,859	6,501	809	0.93	12.44
First Northern Bank of Dixon	Dixon	370,991	170,756	7,825	335,630	32,073	4,083	1.10	12.73
First Regional Bank	Los Angeles	233,208	124,116	2,300	205,926	21,478	1,828	0.78	8.51
First United Bank	San Diego	101,284	57,607	929	93,779	7,217	343	0.34	4.75
First Western Bank	Simi Valley	166,329	92,094	1,289	151,841	13,113	2,181	1.31	16.63
Five Star Bank	Rocklin	12,911	0	0	689	11,844	(195)	(1.51)	(1.65)
Foothill Independent Bank	Glendora	458,551	345,635	6,102	397,989	47,735	6,736	1.47	14.11
Franklin Bank	San Mateo	73,864	58,240	893	56,673	14,928	(67)	(0.09)	(0.45)
Fremont Bank	Fremont	684,502	579,760	7,987	569,119	53,479	5,716	0.84	10.69
Frontier State Bank	Redondo Beach	82,420	60,979	798	66,848	15,192	321	0.39	2.11
General Bank	Los Angeles	1,738,488	921,825	19,808	1,491,668	159,337	30,552	1.76	19.17
Gilmore Bank	Los Angeles	77,622	33,008	320	60,872	16,146	1,490	1.92	9.23
Golden Gate Bank	San Francisco	205,113	106,551	2,083	191,265	11,845	1,179	0.57	9.95
Granite State Bank	Monrovia	74,808	33,052	334	68,323	6,012	620	0.83	10.31
Guaranty Bank of California	Los Angeles	106,642	51,548	779	92,538	10,283	534	0.50	5.19
Hacienda Bank	Santa Maria	50,178	33,886	380	45,485	4,458	(372)	(0.74)	(8.34)
Hanmi Bank	Los Angeles	739,658	485,273	10,624	655,661	67,927	12,006	1.62	17.67
Heritage Bank East Bay	Fremont	68,517	41,934	604	61,298	5,954	(534)	(0.78)	(8.97)

<u>Name</u>	<u>Location</u>	<u>Assets</u>	<u>Loans</u>	<u>Loan Loss</u>	<u>Deposits</u>	<u>Capital</u>	<u>Net</u>	<u>ROA</u>	<u>ROE</u>
				<u>Reserve</u>			<u>Income</u>		
Heritage Bank of Commerce	San Jose	409,206	252,947	4,399	368,474	29,627	3,411	0.83	11.51
Heritage Oaks Bank	Paso Robles	146,388	103,788	1,242	133,136	9,746	1,524	1.04	15.64
Humboldt Bank	Eureka	394,774	212,989	3,273	357,057	28,966	5,757	1.46	19.88
Imperial Bank	Inglewood	6,790,944	3,673,286	71,489	5,926,128	466,366	87,211	1.28	18.70
International Bank of California	Los Angeles	131,284	97,065	2,106	116,768	12,205	834	0.64	6.83
Kerman State Bank	Kerman	106,227	65,860	1,415	95,846	9,691	890	0.84	9.18
Kings River State Bank	Reedley	87,690	54,097	654	72,045	7,666	1,176	1.34	15.34
Lake Community Bank	Lakeport	88,836	69,755	1,285	79,725	8,451	1,285	1.45	15.21
Liberty Bank	South San Francisco	104,809	68,370	911	93,966	9,726	600	0.57	6.17
Lippo Bank	San Francisco	86,618	43,325	2,017	76,586	8,612	(50)	(0.06)	(0.58)
Los Robles Bank	Thousand Oaks	148,879	104,920	1,117	132,382	11,817	2,084	1.40	17.64
Manufacturers Bank	Los Angeles	1,216,491	765,634	18,393	987,285	157,613	16,001	1.32	10.15
Mechanics Bank, The	Richmond	1,476,876	931,654	13,301	1,258,405	152,311	18,249	1.24	11.98
Mellon 1st Business Bank	Los Angeles	1,683,265	724,019	10,080	1,293,264	299,742	7,595	0.45	2.53
Metro Commerce Bank	San Rafael	196,099	137,966	1,492	180,486	13,625	2,370	1.21	17.39
Metropolitan Bank	Oakland	56,843	30,144	435	44,234	5,144	361	0.64	7.02
Mid Valley Bank	Red Bluff	144,141	102,252	1,426	131,722	11,576	1,377	0.96	11.90
Mid-Peninsula Bank	Palo Alto	820,635	517,243	8,551	705,524	53,712	8,076	0.98	15.04
Mid-State Bank	Arroyo Grande	1,355,174	768,814	13,105	1,168,620	160,157	23,434	1.73	14.63
Millennium Bank	San Francisco	95,969	64,475	1,060	83,346	10,679	831	0.87	7.78
Mission Bank	Bakersfield	24,941	19,244	164	19,725	4,909	23	0.09	0.47
Modesto Commerce Bank	Modesto	106,264	66,548	1,100	91,643	14,292	908	0.85	6.35
Montecito Bank & Trust	Santa Barbara	324,389	200,126	3,763	294,932	26,066	4,051	1.25	15.54
Monterey County Bank	Monterey	65,080	39,217	400	55,612	4,488	477	0.73	10.63
Murphy Bank	Fresno	64,653	57,215	423	56,165	7,331	910	1.41	12.41
Network Bank USA	Ontario	36,521	28,128	369	30,887	5,450	219	0.60	4.02
North County Bank	Escondido	351,303	264,443	3,442	298,300	34,083	4,788	1.36	14.05
North Valley Bank	Redding	312,466	217,658	2,260	275,892	32,287	4,745	1.52	14.70
Oak Valley Community Bank	Oakdale	118,014	78,962	994	93,002	11,604	1,372	1.16	11.8
Oceanic Bank	San Francisco	125,837	57,348	848	103,800	15,856	868	0.69	5.47
Ojai Valley Bank	Ojai	67,832	30,973	667	61,413	6,096	831	1.23	13.63
Pacific Business Bank	Santa Fe Springs	176,873	136,120	1,704	154,924	17,164	78	0.04	0.45
Pacific Coast Bankers' Bank	San Francisco	34,454	29,163	281	28,083	4,962	212	0.62	4.27
Pacific Crest Bank	Agoura Hills	612,023	365,953	6,450	506,608	37,353	5,871	0.96	15.72
Pacific Liberty Bank	Huntington Beach	21,471	10,138	102	16,802	4,642	(942)	(4.39)	(20.29)
Pacific Mercantile Bank	Newport Beach	91,168	47,793	750	74,500	16,018	(2,750)	(3.02)	(17.17)
Pacific State Bank	Stockton	104,317	72,623	796	96,576	6,335	906	0.87	14.30
Palomar Community Bank	Escondido	75,760	58,268	631	62,730	11,990	(106)	(0.14)	(0.88)
Pan American Bank	Los Angeles	36,299	24,516	640	30,498	5,306	313	0.86	5.90
Peninsula Bank of Commerce	Millbrae	256,937	162,526	3,781	234,224	18,482	3,937	1.53	21.30
Peninsula Bank of San Diego	San Diego	490,871	303,465	3,048	453,018	32,734	4,754	0.97	14.52
Placer Sierra Bank	Auburn	640,873	409,402	4,214	553,372	75,619	1,190	0.19	1.57
Plumas Bank	Quincy	212,148	128,393	1,608	194,163	16,814	2,268	1.07	13.49

Name	Location	Assets	Loan Loss		Deposits	Capital	Net	ROA	ROE
			Loans	Reserve			Income		
Preferred Bank	Los Angeles	496,329	273,576	3,284	397,708	51,461	6,764	1.36	13.14
Prime Bank	Los Angeles	117,136	36,160	448	108,425	8,349	(388)	(0.33)	(4.65)
PriVest Bank	Costa Mesa	36,900	16,964	189	32,650	4,121	(572)	(1.55)	(13.88)
Rancho Bank	San Dimas	103,866	66,948	616	95,126	8,135	1,016	0.98	12.49
Rancho Bernardo Community Bank	San Diego	63,171	41,756	487	58,313	4,522	556	0.88	12.30
Redding Bank of Commerce	Redding	231,940	172,817	2,972	199,669	24,619	4,647	2.00	18.88
Redlands Centennial Bank	Redlands	76,007	52,963	581	69,143	6,325	737	0.97	11.65
Redwood Bank	San Francisco	199,978	138,893	1,661	173,753	24,275	1,642	0.82	6.76
River City Bank	Sacramento	452,502	271,308	7,334	404,329	32,805	4,309	0.95	13.14
Sacramento Commercial Bank	Sacramento	209,460	151,125	2,490	191,663	15,938	1,637	0.78	10.27
Saehan Bank	Los Angeles	121,484	77,956	1,310	110,108	10,076	1,407	1.16	13.96
San Benito Bank	Hollister	200,695	108,154	1,768	181,238	18,164	2,259	1.13	12.44
San Joaquin Bank	Bakersfield	222,617	151,102	2,028	183,832	18,296	2,200	0.99	12.02
Santa Barbara Bank & Trust	Santa Barbara	1,966,063	1,370,892	21,864	1,645,313	151,483	31,274	1.59	20.65
Santa Lucia Bank	Atascadero	108,251	59,664	684	98,435	9,244	1,168	1.08	12.64
Sanwa Bank California	Los Angeles	9,203,005	7,157,294	148,095	6,930,216	823,154	116,240	1.26	14.12
Savings Bank of Mendocino County	Ukiah	475,238	221,637	6,463	410,748	63,581	6,624	1.39	10.42
Scott Valley Bank	Yreka	184,179	111,063	1,747	158,045	19,743	2,317	1.26	11.74
Scripps Bank	La Jolla	631,798	397,376	5,412	582,385	44,794	4,588	0.73	10.24
Service 1st Bank	Stockton	11,338	41	1	1,387	9,721	(1,182)	(10.43)	(12.16)
Silicon Valley Bank	Santa Clara	4,440,483	1,621,320	71,800	4,112,464	295,395	33,609	0.76	11.38
Sonoma Valley Bank	Sonoma	129,581	80,120	1,754	115,171	12,055	1,810	1.40	15.01
South Coast Commercial Bank	Irvine	113,387	88,100	1,188	101,378	11,134	1,449	1.28	13.01
Southwest Community Bank	Encinitas	47,545	31,225	319	42,238	4,586	(493)	(1.04)	(10.75)
Spectrum Bank	Montebello	81,549	46,811	637	75,157	6,097	522	0.64	8.56
State Bank of India (California)	Los Angeles	67,981	33,296	434	47,966	10,340	947	1.39	9.16
Stockmans Bank	Elk Grove	148,358	90,527	1,147	135,846	10,360	1,324	0.89	12.78
Summit Bank	Oakland	133,792	56,346	1,273	122,681	10,448	1,765	1.32	16.89
Summit State Bank	Rohnert Park	201,169	185,997	1,544	145,339	18,424	1,129	0.56	6.13
Sun Country Bank	Victorville	105,382	78,628	990	95,366	8,808	875	0.83	9.93
Sunwest Bank	Tustin	186,795	133,008	2,457	158,944	18,504	3,274	1.75	17.69
Tehama Bank	Red Bluff	208,204	145,222	2,148	188,633	14,849	1,945	0.93	13.10
Timberline Community Bank	Yreka	91,628	57,926	372	83,151	7,710	827	0.90	10.73
Tokai Bank of California	Los Angeles	1,974,674	1,727,733	30,891	1,767,783	185,984	18,931	0.96	10.18
Tri Counties Bank	Chico	923,689	587,979	11,037	794,271	71,855	11,629	1.26	16.18
Union Safe Deposit Bank	Stockton	933,375	271,598	8,066	629,225	60,916	5,567	0.60	9.14
United Commercial Bank	San Francisco	2,282,807	1,686,695	19,503	1,676,148	136,121	21,385	0.94	15.71
United Pacific Bank	City of Industry	151,883	108,793	1,878	137,562	13,107	193	0.13	1.47

<u>Name</u>	<u>Location</u>	<u>Assets</u>	<u>Loan Loss</u>		<u>Deposits</u>	<u>Capital</u>	<u>Net</u>	<u>ROA</u>	<u>ROE</u>
			<u>Loans</u>	<u>Reserve</u>			<u>Income</u>		
United Security Bank	Fresno	281,442	197,876	2,643	238,863	28,316	4,922	1.75	17.38
Upland Bank	Upland	79,803	63,173	714	70,004	8,295	1,427	1.79	17.20
Valencia Bank & Trust	Santa Clarita	193,060	121,885	1,761	173,821	14,683	1,728	0.90	11.77
Valley Bank	Moreno Valley	88,831	47,949	795	79,680	8,491	20	0.02	0.24
Valley Community Bank	Pleasanton	27,192	21,841	275	23,118	3,938	(642)	(2.36)	(16.30)
Valley Independent Bank	El Centro	751,898	521,176	4,387	564,559	55,527	6,157	0.82	11.09
Verdugo Banking Company	Glendale	107,661	75,622	1,462	98,366	8,638	1,279	1.19	14.81
Vintage Bank	Napa	197,390	122,152	1,987	173,707	17,047	2,772	1.40	16.26
Visalia Community Bank	Visalia	107,364	71,393	1,403	93,491	10,007	765	0.71	7.64
Wells Fargo Bank, Ltd.	Los Angeles	272,648	0	0	10	159,193	4,898	1.80	3.08
Wells Fargo Central Bank	Calabasas	5,172	0	0	10	5,160	51	0.99	0.99
Westamerica Bank	San Rafael	3,773,538	2,268,854	49,715	2,996,616	263,480	73,800	1.96	28.01
Western State Bank	Duarte	81,390	55,259	847	72,418	8,037	138	0.17	1.72
Wilshire State Bank	Los Angeles	300,480	213,344	3,426	274,420	23,675	2,585	0.86	10.92
Yolo Community Bank	Woodland	29,703	20,777	184	25,061	3,373	(577)	(1.94)	(17.11)
Yosemite Bank	Mariposa	105,506	39,364	504	93,094	9,099	1,061	1.01	11.66





# CALIFORNIA STATE-CHARTERED BANKS

**AS OF DECEMBER 31, 1999**

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Home Page/Telephone</u>
Alliance Bank	100 Corporate Pointe	Culver City	90230	Curtis S. Reis	www.allbank.com 310-410-9281
America California Bank	417 Montgomery Street	San Francisco	94104	Dennis E. Parker	415-986-5678
American Business Bank	523 West 6th Street, Suite 900	Los Angeles	90014	Donald P. Johnson	213-627-2868
American Commercial Bank	300 Esplanade Drive, Suite 110	Oxnard	93030	Gerald J. Lukiewski	805-487-6581
American International Bank	One Wilshire Building	Los Angeles	90017	Kathleen Kellogg	www.aibank.com 213-688-8611
American River Bank	1545 River Park Drive	Sacramento	95815	William L. Young	916-565-6100
Antelope Valley Bank	831 West Lancaster Boulevard	Lancaster	93534	Jack D. Seefus	www.avbank.com 661-945-4511
Asahi Bank of California	350 South Grand Avenue	Los Angeles	90071	Eiji Ohashi	213-626-6266
Asiana Bank	1082 East El Camino Real	Sunnyvale	94897	Won H. Chung	408-969-0215
Auburn Community Bank	412 Auburn-Folsom Road	Auburn	95603-5515	John G. Briner	530-887-8182
Bank of Agriculture & Commerce	340 East Main Street	Stockton	95202	Ronald Berberian	209-948-8018
Bank of Alameda	2130 Otis Drive	Alameda	94501	Steven G. Andrews	www.bankofalameda.com 510-769-9338
Bank of Amador	422 Sutter Street	Jackson	95642	Larry Standing	www.bankamador.com 209-223-2320
Bank of America Community Development Bank	2033 North Main Street, Suite 550	Walnut Creek	94596	Santiago Perez	925-988-4801
Bank of Canton of California	555 Montgomery Street	San Francisco	94111	Eric H. Wen	www.bankcanton.com 415-362-4100
Bank of Coronado	1190 Orange Avenue	Coronado	92118	William R. McLaurin	619-437-4466
Bank of Granada Hills	10820 Zelzah Avenue	Granada Hills	91344-4432	Richard C. Taylor	818-366-2188
Bank of Hemet, The	1600 East Florida Avenue	Hemet	92344	James B. Jaqua	909-652-2871
Bank of Hollywood, The	6930 Hollywood Boulevard	Hollywood	90028	Terry C. Jorgensen	323-464-0452
Bank of Lake County	150 South Main Street	Lakeport	95453	David L. Robinson	707-263-5481
Bank of Lakewood	4950 North Clark Avenue	Lakewood	90712	Woodrow Smith	562-425-1900
Bank of Los Altos	4546 El Camino Real	Los Altos	94022	James C. Wall	www.bankoflosaltos.com 650-941-9300
Bank of Madera County	40266 Junction Drive	Oakhurst	93644	Fred H. Brylka	559-673-0395
Bank of Marin	50 Madera Boulevard	Corte Madera	94925	W. R. Griswold, Jr.	www.bankofmarin.com 415-927-2265
Bank of Oakland	360 14th Street	Oakland	94612	Michael R. Sanford	510-763-8486
Bank of Orange County	10101 Slater Avenue	Fountain Valley	92708	Harvey Ferguson	714-964-6607
Bank of Petaluma	100 Petaluma Boulevard	South Petaluma	94952	Walter E. Bragdon	www.bofp.com 707-765-2222
Bank of Rio Vista	101 Main Street	Rio Vista	94571	Wallace McCormack	707-374-5711
Bank of Sacramento	1750 Howe Avenue, Suite 100	Sacramento	95825	William J. Martin	916-648-2100
Bank of San Francisco	550 Montgomery Street	San Francisco	94111	James E. Gilleran	www.banksf.com 415-781-7810

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Bank of Santa Clara	1995 El Camino Real	Santa Clara	95052-0243	Ronald D. Reinartz	www.bankofsantaclara.com 408-249-5900
Bank of Stockton	301 East Miner Avenue	Stockton	95202	Douglass M. Eberhardt	www.bankstockton.com 209-464-8781
Bank of the Orient	233 Sansome Street	San Francisco	94104	Ernest L. Go	www.bankorient.com 415-781-6565
Bank of the Sierra	90 North Main Street	Porterville	93257	James C. Holly	www.bankofthesierra.com 559-782-4900
Bank of the West	1 80 Montgomery Street	San Francisco	94104	Donald J. McGrath	www.bankofthewest.com 415-765-4800
Bank of Ventura	5808 East Telephone Road	Ventura	93003	Joseph D. Kreutz	805-644-8136
Bank of Visalia	200 South Court Street	Visalia	93291	Donald A. Gilles	www.bankvisalia.com 559-636-1067
Bank of Walnut Creek	1400 Civic Drive	Walnut Creek	94596	James L. Ryan	www.bowc.com 925-932-5353
Bank of Willits	145 South Main Street	Willits	95490-3584	Richard M. Willoughby	707-459-5533
Bay Area Bank	900 Veterans Boulevard	Redwood City	94063	Frank M. Bartaldo, Jr.	www.bayareabank.com 650-367-1600
Bay Bank of Commerce	1495 East 14th Street	San Leandro	94577	Richard M. Kahler	510-357-2265
BNY Western Trust Company	700 South Flower Street	Los Angeles	90017	Thomas J. Perna	213-630-6400
Borel Bank & Trust Company	160 Bovet Road	San Mateo	94402	Harold A. Fick	www.borel.com 650-378-3700
Business Bank of California	505 West Second Street	San Bernardino	92401	Alan J. Lane	www.businessbank.com 909-888-2265
Butte Community Bank	672 Pearson Road	Paradise	95969	Keith C. Robbins	www.buttecommunity.com 530-877-0857
BYL Bank Group	1875 North Tustin Avenue	Orange	92865	Robert Ucciferri	714-282-5960
California Bank & Trust	11622 El Camino Real	San Diego	92130	Robert G. Sarver	858-623-3190
California Center Bank	2222 West Olympic Boulevard	Los Angeles	90006	Seon-Hong Kim	213-386-2222
California Chohung Bank	3000 West Olympic Boulevard	Los Angeles	90006	D. K. Sohn	www.cchbla.com 213-386-4262
California Commerce Bank	2029 Century Park East	Los Angeles	90067-2901	Salvador Villar	310-203-3634
California Korea Bank	3530 Wilshire Boulevard	Los Angeles	90010	Young S. Yoo	213-385-0909
California Oaks State Bank	50 West Hillcrest Drive	Thousand Oaks	93065	Anthony D. Kourounis	805-496-6774
California Pacific Bank	601 Montgomery Street	San Francisco	94111	Richard K. Chi	415-399-8000
CalWest Bank	23550 Hawthorne Boulevard	Torrance	90505	Harvey Ferguson	310-791-9944
Camarillo Community Bank	1150 Paseo Camarillo	Camarillo	93010-6073	C. G. Kum	805-484-0534
Capital Bank of North County	2602 El Camino Real	Carlsbad	92008	Donald L. Schempp	www.capitalbanknet.com 760-434-3344
Capitol Valley Bank	1601 Douglas Boulevard	Roseville	95661	Richard Whitsell	916-783-8999
Cathay Bank	777 North Broadway	Los Angeles	90012	Dunson K. Cheng	www.cathaybank.com 213-625-4700
Cedars Bank	444 South Flower Street	Los Angeles	90071	William A. Hanna	www.cedarsbank.com 213-627-7799
Central California Bank	14685 Mono Way	Sonora	95370	Joseph Accornero	209-536-9900
Central Sierra Bank	373 West St. Charles Place	San Andreas	95249	Clarence E. Hartley	209-754-1883
Cerritos Valley Bank	12100 Firestone Boulevard	Norwalk	90650	James N. Koury	562-868-3221
Charter Pacific Bank	30141 Agoura Road	Agoura Hills	91301	Michael C. Ward	www.cpbank.com 818-991-8512

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Chinatrust Bank (U.S.A.)	22939 Hawthorne Boulevard	Torrance	90505	Henry W. Peng	www.chinatrustusa.com 310-791-2828
Citizens Bank of Nevada County	305 Railroad Avenue	Nevada City	95959	John W. Crombie	www.citizensbanknc.com 530-478-6000
Citizens Business Bank	701 North Haven Avenue	Ontario	91764	D. L. Wiley	http://cbbank.com 909-980-4030
CivicBank of Commerce	2101 Webster Street	Oakland	94612-3043	Herbert C. Foster	www.civicbank.com 510-836-6500
Clovis Community Bank	600 Pollasky Avenue	Clovis	93612	Daniel J. Doyle	www.clovisbank.com 559-298-1775
CNA Trust Corporation	3080 South Bristol Street	Costa Mesa	92626	Renate I. Renfro	www.cnatrust.com 714-437-1012
Coast Commercial Bank	720 Front Street	Santa Cruz	95060	Harvey J. Nickelson	www.coastcommercialbank.com 831-458-4500
Comerica Bank-California	333 West Santa Clara Street	San Jose	95113	J. M. Fulton	www.comerica.com/comerica/default.html 408-294-8940
Commercial Bank of San Francisco	333 Pine Street	San Francisco	94104	Robert A. Fuller, Jr.	www.333pine.com 415-627-0333
Community Bank	100 East Corson Street	Pasadena	91103	Clinton L. Arnoldus	626-577-1700
Community Bank of Central California	301 South Main Street	Salinas	93901	Nick Ventimiglia	831-422-6642
Community Bank of San Joaquin, The	22 West Yokuts Avenue	Stockton	95207	C. Joseph. Crane	209-320-6035
Community Bank of the Bay	1750 Broadway	Oakland	94612	George E. Mc Daniel, Jr.	www.communitybankbay.com 510-271-8400
County Bank	550 West Main Street	Merced	95340	Thomas T. Hawker	www.countybank.com 209-725-2200
Dai-Ichi Kangyo Bank of California	555 West Fifth Street	Los Angeles	90013-3033	Takuo Yoshida	www.dkbca.com 213-612-2700
Desert Community Bank	14800 La Paz Drive	Victorville	92392	Ronald L Wilson	760-243-2140
East County Bank	1411 A Street	Antioch	94509	C. F. Rowden	925-776-2200
Eastern International Bank	688 New High Street	Los Angeles	90012	Anthony Chien	213-687-7228
East-West Bank	415 Huntington Drive	San Marino	91108	Dominic Ng	www.eastwestbank.com 626-799-5700
Eldorado Bank	17752 - 17th Street	Tustin	92680	Robert P. Keller	www.eldoradobank.com 949-798-1100
Encino State Bank	16000 Ventura Boulevard	Encino	91436	Carl O. Schatz	818-789-9055
EverTrust Bank	Puente Hills Mall #700, 1600 S. Azusa Ave	City of Industry	91748	Chien Keng Huang	www.evertrustbank. 626-854-9700
Exchange Bank	545 Fourth Street	Santa Rosa	95402	C. W. Reinking	www.exchangebank.com 707-524-3000
Farmers & Merchants Bank of Central California	121 West Pine Street	Lodi	95240	Kent A. Steinwert	209-334-1101
Farmers & Merchants Bank of Long Beach	302 Pine Avenue	Long Beach	90802-2326	Kenneth G. Walker	562-437-0011
FCB Taiwan California Bank	200 East Main Street	Alhambra	91801	Peter W. Lee	818-300-6000
Feather River State Bank	777 Colusa Avenue	Yuba City	95992	Blair C. Lauhon	www.frsb.com 530-671-2265
First American Bank	8941 East Valley Boulevard	Rosemead	91770-9977	Larry Frampton	626-287-6100

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First Bank & Trust	4301 MacArthur Boulevard	Newport Beach	92660	Frederick D. Jensen	949-476-3255
First Bank of California	865 Howe Avenue, 3rd Floor	Sacramento	95821	Donald Williams	916-783-2702
First Bank of San Luis Obispo	995 Higuera Street	San Luis Obispo	93401	David R. Booker	www.firstbankslo.com 805-541-6100
First Commerce Bank	11661 San Vicente Boulevard	Los Angeles	90049	John J. Feldman	www.firstcommercebank.com 310-207-1512
First Community Bank of the Desert	74-750 Highway 111	Indian Wells	92210	William T. Powers	www.firstcommunitybank.com 760-836-0870
First Continental Bank	8632 East Valley Boulevard	Rosemead	91770	Cecil T. Chen	626-288-8899
First Counties Bank	15145 Lakeshore Drive	Clearlake	95422	David G. Perry	www.fcbk.com 707-995-0329
First Credit Bank	9255 Sunset Boulevard	West Hollywood	90069	Farhad Ghassemieh	310-273-3120
First International Bank	318 Fourth Avenue	Chula Vista	91912-9981	James L. Redman	619-425-5000
First Mountain Bank	40865 Big Bear Lake	Big Bear Lake	92315	Dennis L. Shollenburg	www.firstmountainbank.com 909-866-5861
First Northern Bank of Dixon	195 North First Street	Dixon	95620	Owen J. Onsum	www.thatsmybank.com 707-678-3041
First Regional Bank	1801 Century Park East	Los Angeles	90067	Jack A. Sweeney	www.firstregional.com 310-552-1776
First United Bank	7320 Clairemont Mesa Boulevard	San Diego	92111	Andrew C. Yip	858-496-3800
First Western Bank	1475 East Los Angeles Avenue	Simi Valley	93065	Richard A. Palmer	805-581-2800
Five Star Bank	6845 Five Star Boulevard, Suite C	Rocklin	95677	Robert J. Mulder	916-315-2525
Foothill Independent Bank	510 South Grand Avenue	Glendora	91740	George E. Langley	www.foothillindbank.com 818-963-8551
Franklin Bank	777 Mariners Island Boulevard	San Mateo	94404	Craford Cragun	www.bensbank.com 650-312-4920
Fremont Bank	39150 Fremont Boulevard	Fremont	94538	Alan L. Hyman	www.fremontbank.com 510-792-2300
Frontier State Bank	2233 Artesia Boulevard	Redondo Beach	90278	Henry P. Homsher	310-370-5711
General Bank	800 West Sixth Street	Los Angeles	90017	Li-Pei Wu	www.generalbank.com 213-972-4117
Gilmore Bank	6291 West Third Street	Los Angeles	90036	Lawrence E. Thackery	323-549-2100
Golden Gate Bank	344 Pine Street	San Francisco	94104	James R. Woolwine	415-421-9000
Granite State Bank	100 East Huntington Drive	Monrovia	91016	William B. Waddell	626-303-4661
Guaranty Bank of California	12301 Wilshire Boulevard	Los Angeles	90025-0618	Dennis H. Lam	310-826-4228
Hacienda Bank	361 Town Center West	Santa Maria	93454	William M. Tandy	805-346-8000
Hanmi Bank	3660 Wilshire Boulevard	Los Angeles	90010	Chung H. Youk	www.hanmi.com 213-382-2200
Heritage Bank East Bay	3077 Stevenson Boulevard	Fremont	94558	Richard L. Conniff	510-445-0400
Heritage Bank of Commerce	150 Almaden Boulevard	San Jose	95113	John E. Rossell, III	www.herbank.com 408-947-6900
Heritage Oaks Bank	545 Twelfth Street	Paso Robles	93446	Lawrence P. Ward	www.heritageoaksbank.com 805-239-5200
Humboldt Bank	701 Fifth Street	Eureka	95501	John Dalby	www.humboldtbank.com 707-445-3233
Imperial Bank	9920 S. La Cienega Boulevard	Inglewood	90301	Norman P. Creighton	www.imperialbank.com 310-417-5600
International Bank of California	888 South Figueroa Street	Los Angeles	90017	Albert Y. Liu	213-683-3000

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Kerman State Bank	306 South Madera Avenue	Kerman	93630	Edmond C. Lelandais	559-846-5321
Kings River State Bank	1003 "I" Street	Reedley	93654	Robert N. Lowery	559-638-8131
Lake Community Bank	805 Eleventh Street	Lakeport	95453	Douglas A. Nordell	www.lakecommunitybank.com 707-263-7500
Liberty Bank	500 Linden Avenue	South San Francisco	94080	Larry W. Woods	www.libertybk.com 650-871-2400
Lippo Bank	1001 Grant Avenue	San Francisco	94119	Philip C. Wang	www.lippobankusa.com 415-982-3570
Los Robles Bank	33 West Thousand Oaks	Thousand Oaks	91360	Robert B. Hamilton	805-373-6763
Manufacturers Bank	515 South Figueroa Street	Los Angeles	90071	Hidekazu Akimoto	www.manubank.com 213-489-6200
Mechanics Bank, The	3170 Hilltop Mall Road	Richmond	94806	William M. Reid	www.mechbank.com 510-262-7200
Mellon 1st Business Bank	601 West Fifth Street	Los Angeles	90071	R. D. Woerner	213-489-1000
Metro Commerce Bank	1248 Fifth Street	San Rafael	94901	Charles O. Hall	www.mcbf.com 415-459-2265
Metropolitan Bank	250 East 18th Street	Oakland	94606	Frank F. Kiang	510-834-7534
Mid Valley Bank	950 Main Street	Red Bluff	96080	John B. Dickerson	www.midvalleybank.com 530-527-7614
Mid-Peninsula Bank	420 Cowper Street	Palo Alto	94301	Susan K. Black	650-323-5150
Mid-State Bank	1026 Grand Avenue	Arroyo Grande	93421-0580	Carrol R. Pruett	www.midstatebank.com 805-473-7700
Millennium Bank	180 Sansome Street	San Francisco	94104-3802	Bruce K. MacQueen	www.millenniumbank.com 415-434-2265
Mission Bank	1330 Truxton Avenue	Bakersfield	93301	John J. Kennedy	661-859-2500
Modesto Commerce Bank	1623 J Street	Modesto	95354	Jeffrey P. Burda	www.modcombank.com 209-521-4100
Montecito Bank & Trust	1106 Coast Village Road	Montecito	93101	Rodney K. Brown	www.montecito.com 805-963-7511
Monterey County Bank	601 Munras Avenue	Monterey	93940	Charles T. Chrietberg, Jr.	831-649-4600
Murphy Bank	1417 West Shaw Avenue	Fresno	93711	James Templeton	559-225-0225
Network Bank USA	845 North Euclid Avenue	Ontario	91762	William Demmin	909-983-4600
North County Bank	444 South Escondido Boulevard	Escondido	92025	James M. Gregg	760-743-2200
North Valley Bank	1327 South Street	Redding	96001	Michael J. Cushman	www.northvalleybank.com 530-243-8600
Oak Valley Community Bank	125 North Third Avenue	Oakdale	95361	Ronald C. Martin	209-848-2265
Oceanic Bank	130 Battery Street	San Francisco	94111	Gilbert Y. Peng	415-392-0642
Ojai Valley Bank	1207 Maricopa Road	Ojai	93023	Shari Skinner	805-646-0111
Pacific Business Bank	10100 Pioneer Boulevard, Suite 1000	Santa Fe Springs	90670	Benjamin J. Lin	562-906-3900
Pacific Coast Bankers' Bank	340 Pine Street	San Francisco	94104	Timothy M. Leveque	415-399-1900
Pacific Crest Bank	30343 Canwood Street	Agoura Hills	91301	Gary Wehrle	www.paccrest.com 818-706-0131
Pacific Liberty Bank	19950 Beach Boulevard	Huntington Beach	92648-3706	Rick Ganulin	714-429-2100
Pacific Mercantile Bank	450 Newport Center Drive, Suite 100	Newport Beach	92660	Raymond E. Dellerba	www.pmbank.com 949-644-8040
Pacific State Bank	6 South El Dorado Street	Stockton	95202	Steven A. Rosso	www.pacificstatebank.com 209-943-7400
Palomar Community Bank	355 West Grand Avenue	Escondido	92025-2644	James M. Rady	760-745-9370



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Pan American Bank	3626 East First Street	Los Angeles	90063	Romana A. Banuelos	323-264-3310
Peninsula Bank of Commerce	1001 Broadway	Millbrae	94030	Mark F. Doiron	650-697-4333
Peninsula Bank of San Diego	1331 Rosecrans Street	San Diego	92166-0502	John G. Rebelo, Jr.	www.peninsulabanksd.com 619-226-5431
Placer Sierra Bank	949 Lincoln Way	Auburn	95603	Robert Haydon	530-823-7777
Plumas Bank	336 West Main Street	Quincy	95971	William E. Elliott	530-283-6800
Preferred Bank	601 South Figueroa Street	Los Angeles	90017	Li Yu	213-891-1188
Prime Bank	1900 Avenue of the Stars	Los Angeles	90067	David P. Buell	310-712-0044
PriVest Bank	3200 Bristol Street, Suite 120	Costa Mesa	92626	J. B. Crowell	www.privest.com 714-850-9200
Rancho Bank	530 West Bonita Avenue	San Dimas	91773	John G. Giambi	909-599-0871
Rancho Bernardo Community Bank	16495 Bernardo Center Drive	San Diego	92128	Alan L. Douglas	858-451-9100
Redding Bank of Commerce	1177 Placer Street	Redding	96001	Russell L. Duclos	www.reddingbankofcommerce.com 530-241-2265
Redlands Centennial Bank	218 East State Street	Redlands	92373	Douglas C. Spencer	909-798-3611
Redwood Bank	735 Montgomery Street	San Francisco	94111	Anthony S. Dee	415-788-3700
River City Bank	2485 Natomas Park Drive	Sacramento	95833	Jeanne Reeves	www.rcbank.com 916-567-2600
Sacramento Commercial Bank	525 "J" Street	Sacramento	95814	Daryl B. Foreman	916-443-4700
Saehan Bank	550 South Western Avenue	Los Angeles	90020	Joohak Kim	213-389-5550
San Benito Bank	300 Tres Pinos Road	Hollister	95023	Edward T. Stephenson	www.sbbank.com 831-637-2265
San Joaquin Bank	1301 17th Street	Bakersfield	93301	Barton H. Hill	www.sjbank.com 661-395-1610
Santa Barbara Bank & Trust	20 East Carrillo Street	Santa Barbara	93101	William S. Thomas, Jr.	www.sbbt.com 805-564-6300
Santa Lucia Bank	7480 El Camino Real	Atascadero	93423	Stanley R. Cherry	805-466-7087
Sanwa Bank California	444 Market Street	San Francisco	94111	Tamio Takakura	www.sanwabank.com 415-597-5000
Savings Bank of Mendocino County	200 North School Street	Ukiah	95482	Charles B. Mannon	707-462-6613
Scott Valley Bank	515 South Broadway	Yreka	96097	Timothy S. Avery	www.scottvalleybank.com 530-842-6141
Scripps Bank	7733 Girard Avenue	La Jolla	92037	Ronald J. Carlson	858-456-2265
Service 1st Bank	2800 W. March Lane, Suite 120	Stockton	95219	Brian Hyzdu	209-820-7916
Silicon Valley Bank	3003 Tasman Drive	Santa Clara	95054-1191	John C. Dean, Jr.	www.svb.com 408-654-7400
Sonoma Valley Bank	202 West Napa Street	Sonoma	95476	Melvin Switzer, Jr.	707-935-3200
South Coast Commercial Bank	19752 MacArthur Boulevard	Irvine	92612	Van Rhebeck	949-852-2500
Southwest Community Bank	277 North El Camino Real	Encinitas	92024	Frank J. Mercardante	760-634-6400
Spectrum Bank	2417 West Whittier Boulevard	Montebello	90640-0280	Thomas R. Timmons	www.spectrumbank.com 323-726-1411
State Bank of India (California)	707 Wilshire Boulevard	Los Angeles	90017-3587	Bhaskar D. Sumitra	213-623-7250
Stockmans Bank	9340 East Stockton Boulevard	Elk Grove	95624	Gary Wright	916-685-6546
Summit Bank	2926 Broadway	Oakland	94611	Shirley W. Nelson	510-839-8800
Summit State Bank	6305 Commerce Boulevard	Rohnert Park	94928	Donald W. Ayres	707-584-8200
Sun Country Bank	13792 Bear Valley Road	Victorville	92392	Michael T. Wilson	760-243-1240
Sunwest Bank	535 East First Street	Tustin	92680	James G. LeSieur, III	714-730-4400

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Tehama Bank	333 Main Street	Red Bluff	96080	William P. Ellison	530-528-3000
Timberline Community Bank	123 North Main Street	Yreka	96097	Robert J. Youngs	530-842-6191
Tokai Bank of California	300 South Grand Avenue	Los Angeles	90071	Sadao Akiyuma	www.tokai.com 213-972-0200
Tri-Counties Bank	63 Constitution Drive	Chico	95973	Richard Smith	www.tricountiesbank.com 530-898-0300
Union Safe Deposit Bank	327 East Main Street	Stockton	95201-1200	Joseph H. Johnson	www.unionsafe.com 209-946-5011
United Commercial Bank	711 Van Ness Avenue	San Francisco	94102-3224	Tommy S. Wu	415-928-0700
United Pacific Bank	1630 South Azusa Avenue	City of Industry	91748	Christopher C. Leu	626-965-6230
United Security Bank	2151 West Shaw Avenue	Fresno	93711	Dennis R. Woods	209-225-0101
Upland Bank	100 North Euclid Avenue	Upland	91786	Fred O. Scarsella	909-946-2265
Valencia Bank & Trust	23620 Lyons Avenue	Santa Clarita	91355	John M. Reardon	661-254-9900
Valley Bank	24010 Sunnymead Boulevard	Moreno Valley	92553	Douglas N. Mills	www.valleybank.com 909-242-1174
Valley Community Bank	465 Main Street	Pleasanton	94566	Richard P. Loupe	www.valley-community-bank.com 925-484-5400
Valley Independent Bank	1448 Main Street	El Centro	92243	Dennis L. Kern	www.vibank.com 760-337-3200
Verdugo Banking Company	400 North Brand Boulevard	Glendale	91203	Raymond C. Dumser	818-549-1000
Vintage Bank, The	1500 Soscol Avenue	Napa	94559	Terry L. Robinson	www.vintagebank.com 707-257-8585
Visalia Community Bank	120 North Floral Street	Visalia	93291	Thomas Beene	www.vcb.com 559-625-8733
Wells Fargo Bank, Ltd.	707 Wilshire Boulevard	Los Angeles	90017	Paul M. Watson	213-614-5286
Wells Fargo Central Bank	26610 West Agoura Road	Calabasas	91302	Paul M. Watson	818-880-1722
Westamerica Bank	1108 Fifth Avenue	San Rafael	94901	David L. Payne	415-257-8000
Western State Bank	1801 East Huntington Drive	Duarte	91010-2591	Jeffrey W. King	626-357-9611
Wilshire State Bank	3200 Wilshire Boulevard	Los Angeles	90010	Soo Bong Min	213-387-3200
Yolo Community Bank	624 Court Street	Woodland	95776	John A. DiMichele	530-666-5800
Yosemite Bank	5173 Highway 49	North Mariposa	95338	Thomas C. Dowlan	www.yosemitebank.com 209-966-3777

## STATEMENT OF FINANCIAL CONDITION

**AS OF DECEMBER 31, 1999**  
**(IN THOUSANDS OF DOLLARS)**

Number of institutions 213

**Assets**

Cash and cash equivalents	\$1,009,291
Investments	6,535,343
Loans and leases	19,256,949
Less: Allowance for loan and lease losses	196,985
Property and equipment	581,737
Other real estate owned	4,521
Other assets	536,022

***Total assets*** **\$27,726,878**

**Liabilities and equity**

Members' share accounts	\$24,189,537
Dividends payable	60,467
Accounts payable and other liabilities	659,638
Members' equity, substantially restricted	2,817,236

***Total liabilities and members' equity*** **\$27,726,878**

## STATEMENT OF INCOME

**FOR THE YEAR ENDED DECEMBER 31, 1999**  
**(IN THOUSANDS OF DOLLARS)**

### Interest income

Loans	\$1,475,343
Less: Interest refunded	1,272
Investments	428,143
Trading profits and losses	(49)

***Total interest income*** **\$1,902,165**

### Interest expense

Members' share accounts	\$872,196
Interest on borrowed money	14,559

***Total interest expense*** **\$886,755**

Net interest income	\$1,015,410
Provision for loan and lease losses	122,905
Net interest income after provision for loan losses	\$892,505

### Noninterest income

Fee income	\$175,599
Other operating income	70,209
Non-operating gains or losses	2,957

***Total noninterest income*** **\$248,765**

### Noninterest expense

Compensation and benefits	\$416,160
Office operations	215,881
Occupancy	65,684
Total other expenses	177,927

***Total noninterest expense*** **\$875,652**

***Net income*** **\$265,618**

## PROFILE OF CREDIT UNIONS

(IN MILLIONS OF DOLLARS)

<u>PERIOD ENDING</u>	<u>12/31/1996</u>	<u>12/31/1997</u>	<u>12/31/1998</u>	<u>12/31/1999</u>
Number of Credit Unions	193	193	198	213
Loans to Members	9,861.5	10,941.1	13,442.5	19,256.9
Allowance for Loan Losses	106.5	120.3	148.9	197.0
Total Assets	14,648.3	15,944.8	20,532.0	27,726.9
Members' Shares	12,995.5	14,080.8	18,124.1	24,189.5
Members' Equity	1,529.5	1,706.1	2,119.2	2,817.2
Total Delinquent Loans**	81.7	84.7	83.7	101.0
Other Real Estate Owned	9.8	3.6	5.0	4.5
Interest Earned	1,092.9	1,182.2	1,441.3	1,902.2
Interest Expense	505.2	546.2	676.9	886.8
Net Interest Income	587.7	636.0	764.4	1,015.4
Provision for Loan Losses	83.6	94.6	105.3	122.9
Other Income	101.0	114.3	162.4	245.9
Operating Expenses	458.1	498.8	626.4	875.6
Non operating Gains or Losses				2.9
Net Income	147.0	156.9	195.1	265.7
Return on Average Assets	1.00	0.98	0.95	1.10
Net Interest Margin/Average Assets	4.01	3.99	3.72	4.20
Capital/Assets	10.44	10.70	10.32	10.90
Total Loans/Total Shares	75.88	77.70	74.17	79.60
Total Loans/Total Assets	67.32	68.62	65.47	69.50
Delinquent Loans/Total Loans	0.8	0.8	0.6	0.5
Net Charge-Offs/Average Loans	0.8	0.8	0.7	0.6

\*\* Delinquent Loans are loans past due 60 days or more

## SELECTED FINANCIAL DATA – CREDIT UNIONS

**AS OF DECEMBER 31, 1999  
IN THOUSANDS OF DOLLARS**

<u>Name</u>	<u>Location</u>	<u>Assets</u>	<u>Loans</u>	<u>Loan Loss Reserve</u>	<u>Deposits</u>	<u>Capital</u>	<u>Net Income</u>	<u>ROA</u>	<u>ROE</u>
1st Pacific Credit Union	Vallejo	108,984	90,385	1,038	96,588	8,209	851	0.78	7.53
1st United Services Credit Union	Hayward	386,665	282,842	1,825	335,221	34,349	3,748	0.97	8.88
Alameda Credit Union	Alameda	29,532	14,662	93	25,764	3,576	240	0.81	12.11
Alisos Credit Union	Norwalk	8,186	3,750	84	7,048	1,059	(314)	(3.83)	12.9
Allied Trades Credit Union	Stockton	17,653	12,036	106	14,802	2,733	44	0.25	15.48
Amalgamated Lithographers Credit Union	Los Angeles	1,552	856	45	1,311	178	0	0.00	11.48
American Baptist Credit Union	Covina	221,347	177,837	880	195,735	22,903	2,016	0.91	10.35
American Electronics Association Credit Union	Sunnyvale	604,082	537,959	6,544	535,794	43,067	6,308	1.04	7.13
American River HealthPro Credit Union	Sacramento	112,844	95,303	1,113	99,432	11,085	1,484	1.31	9.82
Anaheim City Employees Credit Union dba Anaheim Area CU	Anaheim	33,789	28,242	383	32,331	1,187	127	0.38	3.51
ARCO Credit Union	Los Angeles	81,852	49,673	216	70,638	10,613	293	0.36	12.97
Arrow Credit Union	Oakland	6,104	3,472	24	5,494	550	27	0.44	9.00
Arrowhead Central Credit Union	San Bernardino	404,187	316,495	4,067	372,126	26,324	3,572	0.88	6.51
Atchison Village Credit Union	Richmond	2,990	1,740	26	2,522	463	37	1.23	15.47
Barstow Non-Ops Credit Union	Barstow	7,434	5,550	15	6,084	1,349	187	2.51	18.15
Bay Cities Credit Union	Hayward	49,761	33,724	287	45,839	3,679	272	0.55	7.39
Butte Co. Postal Employees Credit Union	Chico	2,708	2,054	46	2,422	263	15	0.56	9.72
C.A.H.P. Credit Union	Sacramento	60,698	50,288	327	55,188	5,466	399	0.66	9.01
Cabrillo Credit Union	San Diego	67,243	57,223	342	60,234	6,639	822	1.22	9.87
Cal State 9 Credit Union	Concord	156,189	70,399	1,018	138,817	16,380	496	0.32	10.49
Cal West Credit Union	Newport Beach	19,498	11,278	77	17,977	1,367	(7)	(0.04)	7.01
California Center Credit Union	Pomona	6,284	3,913	37	5,691	527	57	0.90	8.39
California Coast Credit Union	San Diego	411,958	335,988	2,139	357,152	41,499	3,716	0.90	10.07
California Credit Union (The)	Los Angeles	798,205	441,934	3,901	704,090	80,959	5,477	0.69	10.14
California Dairy & Associates Credit Union	City of Commerce	17,024	4,889	75	14,246	2,717	(109)	(0.64)	15.96
California Federation of Teachers Credit Union	Burbank	2,234	900	40	1,977	247	23	1.03	11.05
California Lithuanian Credit Union	Santa Monica	22,917	5,791	331	19,502	3,229	184	0.80	14.09



<u>Name</u>	<u>Location</u>	<u>Assets</u>	<u>Loans</u>	<u>Loan Loss Reserve</u>	<u>Deposits</u>	<u>Capital</u>	<u>Net Income</u>	<u>ROA</u>	<u>ROE</u>
California State & Fed Emp #20 Credit Union	Eureka	54,102	18,440	63	47,327	6,737	493	0.91	12.45
California State Credit Union of the North Bay	Santa Rosa	63,439	45,379	454	58,441	4,829	914	1.44	7.61
California State Employees Credit Union #13	Redding	21,580	18,348	115	19,614	2,057	226	1.05	9.53
California State Employees Credit Union #4	Fresno	24,131	16,227	223	20,975	2,991	216	0.90	12.39
California State Employees No. 122 Credit Union	Atascadero	6,386	4,778	58	5,524	823	29	0.46	12.89
Caribbean - American Credit Union	Los Angeles	220	164	76	270	(110)	(135)	(61.28)	(50.14)
Central Coast Credit Union	San Luis Obispo	7,643	1,431	21	6,299	1,344	25	0.32	17.59
Central State Credit Union	Stockton	89,376	63,097	892	80,607	8,408	350	0.39	9.41
Central Valley Credit Union	Modesto	30,196	22,547	199	26,608	1,687	76	0.25	5.59
Chevron Valley Credit Union	Bakersfield	61,125	40,955	796	52,750	8,097	207	0.34	13.25
Church/Co-Op Credit Union	Sacramento	5,061	3,453	59	4,596	383	13	0.26	7.56
City of Ukiah Employees Credit Union	Ukiah	2,908	2,203	16	2,451	425	20	0.67	14.60
Coast Central Credit Union	Eureka	323,766	223,804	3,223	285,631	36,908	4,178	1.29	11.40
Coastline Community Credit Union	Long Beach	36,282	30,895	1,152	32,551	3,476	129	0.35	9.58
Commonwealth Central Credit Union	San Jose	213,908	166,347	1,218	193,648	19,907	2,775	1.30	9.31
Community Credit Union of Southern Humboldt	Garberville	12,411	11,723	110	11,579	804	132	1.06	6.48
Contra Costa Retail Clerks Credit Union	Martinez	5,183	3,246	39	4,578	596	1	0.03	11.50
County City Employees Credit Union	San Luis Obispo	10,082	2,840	30	8,152	1,928	77	0.77	19.12
Credit Union For Organized Labor (The)	Modesto	11,659	7,108	129	10,793	803	128	1.10	6.89
Delta Valley Credit Union	Stockton	7,946	2,784	25	6,789	1,203	72	0.90	15.14
Dominguez Water Employees Credit Union	Long Beach	264	136	6	210	47	12	4.45	17.84
Dow Great Western Credit Union	Pittsburg	27,988	14,710	11	22,837	4,755	219	0.78	16.99
Eagle Community Credit Union	Santa Ana	139,693	93,100	1,110	123,635	15,527	225	0.16	11.12
Eagle Credit Union	Stockton	14,523	9,211	144	11,576	2,847	87	0.60	19.60
East Bay Postal Credit Union	Oakland	7,197	5,332	244	5,771	1,328	(6)	(0.08)	18.45
Educational Employees Credit Union	Fresno	613,333	377,312	3,619	550,765	59,362	5,015	0.82	9.68
El Futuro Credit Union	Porterville	5,067	3,803	79	4,668	369	(5)	(0.09)	7.28
El Monte City Employees Credit Union	El Monte	9,432	5,980	46	8,704	620	8	0.09	6.58
Electricians 595 Credit Union	San Leandro	1,033	1,026	23	862	167	19	1.88	16.20

<b>Name</b>	<b>Location</b>	<b>Assets</b>	<b>Loan Loss</b>		<b>Deposits</b>	<b>Capital</b>	<b>Net</b>	<b>ROA</b>	<b>ROE</b>
			<b>Loans</b>	<b>Reserve</b>			<b>Income</b>		
Energy First Credit Union	Monterey Park	310,274	137,565	1,625	257,023	52,734	2,393	0.77	17.00
Evangelical Christian Credit Union	Anaheim	247,548	213,776	525	209,524	20,113	3,978	1.61	8.12
Financial 21 Community Credit Union	San Diego	87,166	55,548	481	76,112	10,432	860	0.99	11.97
Financial Benefits Credit Union	Oakland	18,800	11,233	149	16,829	1,795	16	0.08	9.55
Financial Center Credit Union	Stockton	164,296	104,080	1,761	131,672	31,056	4,042	2.46	18.90
Firestone Staff Credit Union	Anaheim	13,428	4,324	116	11,063	2,346	41	0.30	17.47
First Entertainment Credit Union	Hollywood	259,138	200,997	1,134	232,530	26,029	3,363	1.30	10.04
First Financial Credit Union	West Covina	456,856	345,495	3,422	413,424	36,714	(2,421)	(0.53)	8.04
First Imperial Credit Union	El Centro	32,773	24,490	158	27,243	4,560	187	0.57	13.91
First Metropolitan Credit Union dba Metro 1 Credit Union	Concord	119,313	71,108	802	105,165	13,304	1,346	1.13	11.15
Food Processors Credit Union	Modesto	25,215	16,678	200	22,608	2,091	104	0.41	8.29
Fountain Valley Credit Union	Fountain Valley	2,431	1,232	14	2,168	234	20	0.84	9.64
Franklin-Media Credit Union	Oakland	5,866	5,435	57	5,134	518	(175)	(2.98)	8.82
Fresno Fire Department Credit Union	Fresno	16,736	11,032	151	14,151	2,480	132	0.79	14.82
Fresno Police Department Credit Union	Fresno	19,275	15,012	152	16,011	3,083	356	1.85	15.99
Gardena Valley Japanese Credit Union	Gardena	31,279	12,622	186	25,774	5,123	275	0.88	16.38
Glass Containers Credit Union	Antioch	903	697	24	666	235	2	0.18	25.99
Golden 1 Credit Union (The)	Sacramento	2,564,322	1,874,571	19,165	2,286,043	256,624	26,157	1.02	10.01
Great American Credit Union	San Diego	43,058	31,653	357	36,936	4,455	63	0.15	10.35
Harbor Japanese Credit Union	Long Beach	6,833	4,837	77	5,691	1,136	54	0.80	16.63
Heritage Community Credit Union	Rancho Cordova	183,166	106,485	1,322	151,246	16,417	296	0.16	8.96
High Sierra Credit Union	Bishop	6,930	2,535	22	6,272	649	70	1.01	9.37
Horizon Credit Union	Fresno	13,761	10,581	150	11,297	2,385	(83)	(0.60)	17.33
Huntington Beach City Employees Credit Union	Huntington Beach	20,219	9,021	30	17,394	2,786	68	0.33	13.78
I.L.W.U. Credit Union	Wilmington	21,373	10,083	193	17,496	3,681	179	0.84	17.22
Inland Counties Postal Credit Union	Redlands	9,865	5,383	134	9,254	568	15	0.15	5.76
Inland Empire Credit Union	Pomona	25,902	15,747	385	22,288	3,755	111	0.43	14.50
Inwood Credit Union	Oakland	37,866	24,874	1,144	33,397	4,373	(710)	(1.88)	11.55
Jones Methodist Church Credit Union	San Francisco	647	116	8	520	126	4	0.65	19.48

<b>Name</b>	<b>Location</b>	<b>Assets</b>	<b>Loans</b>	<b>Loan Loss Reserve</b>	<b>Deposits</b>	<b>Capital</b>	<b>Net Income</b>	<b>ROA</b>	<b>ROE</b>
Kearny Mesa Financial Credit Union	San Diego	132,606	77,136	574	119,474	12,189	832	0.63	9.19
Kern Central Credit Union	Bakersfield	22,483	19,246	194	20,880	1,429	161	0.72	6.35
L. A. Electrical Workers Credit Union	Pasadena	29,760	2,290	162	24,119	4,795	268	0.90	16.11
L.A. Southwest Japanese Credit Union	Los Angeles	51,159	30,970	144	41,578	9,553	569	1.11	18.67
Las Flores Credit Union	San Luis Obispo	2,408	694	5	1,955	453	7	0.31	18.81
Lithuanian Credit Union	Los Angeles	9,059	3,241	52	8,377	617	20	0.22	6.81
Local #302 IBEW Credit Union	Pinole	8,766	3,993	42	7,839	915	69	0.78	10.44
Lodi Employees Credit Union	Lodi	2,781	1,879	34	2,470	310	(13)	(0.46)	11.13
Long Beach Firemen's Credit Union	Long Beach	73,686	62,710	557	63,740	9,502	622	0.84	12.90
Long Beach Postal Credit Union	Long Beach	49,202	18,569	699	41,734	7,381	890	1.81	15.00
Los Angeles Firemen's Credit Union	Los Angeles	403,428	311,883	868	361,512	41,605	3,177	0.79	10.31
Lutheran Credit Union of America	Brea	10,799	7,435	60	9,881	861	107	0.99	7.97
March Community Credit Union	Moreno Valley	196,852	129,376	1,498	177,017	19,049	1,713	0.87	9.68
Marin General Hospital Employees Credit Union	San Rafael	2,532	1,651	13	2,138	373	11	0.44	14.74
McClatchy Employees Credit Union	Sacramento	13,696	10,334	59	11,397	1,639	12	0.08	11.97
McColl's Credit Union	Redding	549	392	3	385	161	12	2.10	29.26
Media City Credit Union	Burbank	18,427	11,580	169	16,080	2,346	24	0.13	12.73
Medi-Serv Credit Union	San Francisco	9,480	4,587	51	8,557	814	(33)	(0.35)	8.58
Mendo Lake Credit Union	Ukiah	45,414	39,200	914	41,837	3,163	383	0.84	6.97
Merced Municipal Employees Credit Union	Merced	1,780	1,483	5	1,594	185	17	0.94	10.40
Merco Credit Union	Merced	37,387	29,520	500	34,414	1,976	293	0.78	5.29
Meriwest Credit Union	San Jose	620,692	445,353	3,082	476,497	50,086	7,242	1.17	8.07
Mid-Cities Schools Credit Union	Compton	20,459	11,376	206	14,459	5,803	218	1.07	28.36
M-N Employees Credit Union	San Jose	5,481	2,173	16	3,843	1,446	32	0.59	26.38
Monterey County Employees Credit Union	Salinas	10,917	7,552	45	9,896	1,012	105	0.96	9.27
Monterey Credit Union	Monterey	119,111	89,946	759	104,156	12,722	1,251	1.05	10.68
Municipal Employees Credit Union of San Jose	San Jose	72,598	39,132	263	62,649	9,271	649	0.89	12.77
Musicians Credit Union	Hollywood	38,417	23,435	360	31,380	6,351	571	1.49	16.53
Nazarene Credit Union	Brea	104,327	94,709	755	97,252	6,969	715	0.68	6.68
North Orange County Credit Union	Fullerton	35,574	14,438	154	30,802	4,705	398	1.12	13.23

<b>Name</b>	<b>Location</b>	<b>Assets</b>	<b>Loans</b>	<b>Loan Loss Reserve</b>	<b>Deposits</b>	<b>Capital</b>	<b>Net Income</b>	<b>ROA</b>	<b>ROE</b>
Northern California Latvian Credit Union	Los Gatos	2,178	450	11	1,793	372	5	0.21	17.08
Norton Community Credit Union	San Bernardino	138,218	61,959	357	122,794	14,815	2,217	1.60	10.72
Oakland Municipal Credit Union	Oakland	89,692	46,082	979	71,526	17,734	591	0.66	19.77
Ocean Crest Credit Union	Long Beach	34,870	28,568	568	32,059	2,792	(624)	(1.79)	8.01
OCHA Credit Union	Orange	17,464	11,965	79	15,137	2,299	(18)	(0.10)	13.17
Orange County Gardeners Credit Union	Anaheim	1,059	775	16	851	205	(11)	(1.05)	19.40
Orange County's Credit Union	Santa Ana	410,418	261,386	4,019	343,389	33,949	5,053	1.23	8.27
Oroweat Employees Credit Union	Montebello	4,270	2,968	22	3,627	624	77	1.79	14.61
Pacific Community Credit Union	Fullerton	93,433	54,838	786	84,014	8,173	1,001	1.07	8.75
Pacific Life Credit Union	Newport Beach	27,280	13,665	0	22,667	4,245	117	0.43	15.56
Pacific Service Credit Union	Walnut Creek	571,313	341,443	3,811	488,756	66,293	7,652	1.34	11.60
Pacifica-Coastside Credit Union	Pacifica	2,493	1,771	20	2,264	199	4	0.16	7.97
Patelco Credit Union	San Francisco	1,745,459	1,289,941	12,521	1,492,021	165,027	25,729	1.47	9.45
Peninsula Postal Credit Union	San Jose	97,515	47,408	1,015	84,187	12,763	719	0.74	13.09
Placer Credit Union	Auburn	37,544	31,057	181	32,506	4,289	(20)	(0.05)	11.42
Placer Nevada Grange Credit Union	Auburn	607	489	14	586	19	2	0.33	3.11
Point Loma Credit Union	San Diego	325,805	255,996	3,035	295,446	28,893	1,893	0.58	8.87
Pomona Valley Credit Union	Pomona	8,628	5,677	115	7,635	911	(23)	(0.27)	10.55
Postal Credit Union of Northern California	Castro Valley	6,584	4,566	54	5,769	833	51	0.78	12.65
Premier America Credit Union	Chatsworth	509,097	388,797	3,529	458,214	48,774	4,874	0.96	9.58
Printing And Publishing Employees Credit Union	Riverside	7,139	4,120	56	6,214	858	73	1.02	12.02
Printing Industries Credit Union	Los Angeles	23,671	20,896	560	20,668	2,786	303	1.28	11.77
Printing Office Employees Credit Union	Covina	3,878	2,512	43	3,051	822	39	1.00	21.20
Priority One Credit Union	South Pasadena	101,467	66,855	835	92,767	8,296	540	0.53	8.18
Provident Central Credit Union	Redwood City	770,563	583,592	8,648	635,706	108,003	10,837	1.41	14.02
Public Works Credit Union	Alhambra	27,531	14,787	74	23,833	3,320	80	0.29	12.06
Redwood Credit Union	Santa Rosa	487,659	413,053	2,822	449,087	35,763	5,890	1.21	7.33
Richmond Standard Employees Credit Union	Richmond	5,360	2,664	25	4,536	764	39	0.72	14.25
Riverside County's Credit Union	Riverside	254,072	196,150	2,158	245,797	22,388	5,031	1.98	8.81
Riverside Employees Credit Union	Riverside	22,186	15,583	142	19,654	2,490	101	0.46	11.22

<b>Name</b>	<b>Location</b>	<b>Assets</b>	<b>Loans</b>	<b>Loan Loss Reserve</b>	<b>Deposits</b>	<b>Capital</b>	<b>Net Income</b>	<b>ROA</b>	<b>ROE</b>
Rolling F Credit Union	Turlock	21,445	12,988	81	18,591	2,836	159	0.74	13.23
S.F. Bay Area Educators Credit Union	San Francisco	14,977	8,420	114	13,239	1,357	(20)	(0.13)	9.06
S.F. Police Credit Union	San Francisco	288,427	128,437	569	249,615	38,476	3,809	1.32	13.34
Sacramento Credit Union	Sacramento	160,315	127,352	2,007	143,103	15,967	1,458	0.91	9.96
Sacramento District Postal Employees Credit Union	Sacramento	23,459	19,483	231	22,022	1,329	180	0.77	5.67
Safe 1 Credit Union	Bakersfield	111,156	83,888	1,257	97,913	11,739	1,493	1.34	10.56
SAFE Credit Union	North Highlands	648,519	368,410	5,865	554,882	87,180	4,899	0.76	13.44
San Bernardino City Employees Credit Union	San Bernardino	20,641	9,046	137	18,332	2,289	(128)	(0.62)	11.09
San Diego County Credit Union	San Diego	1,182,320	781,934	6,356	1,015,818	116,497	21,093	1.78	9.85
San Diego Metropolitan Credit Union	San Diego	159,860	100,803	1,043	143,592	15,360	1,367	0.86	9.61
San Fernando Valley Japanese Credit Union	Sylmar	1,541	1,336	14	1,154	315	5	0.34	20.44
San Francisco Firemen Credit Union dba San Francisco Fire CU	San Francisco	212,331	124,498	322	180,696	28,043	2,326	1.10	13.21
San Francisco J.A.C.L. Credit Union	San Francisco	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
San Francisco Joint Board I.L.G.W.U. Credit Union	San Francisco	150	77	6	121	25	7	4.89	16.60
San Gabriel Valley Credit Union	Walnut	52,261	33,706	474	47,406	4,766	235	0.45	9.12
San Gabriel Valley Postal Credit Union	Covina	12,042	8,557	52	10,633	1,391	(16)	(0.13)	11.55
San Joaquin Power Employees Credit Union	Fresno	81,493	67,219	444	64,497	12,630	816	1.00	15.50
San Mateo Credit Union	Redwood City	320,209	228,833	2,011	293,200	25,351	2,966	0.93	7.92
Santa Cruz Community Credit Union	Santa Cruz	35,729	25,043	184	32,645	2,945	408	1.14	8.24
Santa Cruz County Employees Credit Union	Santa Cruz	14,789	9,778	101	13,372	1,372	119	0.80	9.28
Santa Fe Springs City Employee Credit Union	Santa Fe Springs	8,074	3,759	17	6,507	1,456	142	1.76	18.04
Santa Monica Consumers	Santa Monica	11,995	10,604	398	11,748	174	(432)	(3.60)	1.45
Schools Credit Union dba Stockton Teachers Credit Union	Stockton	72,483	38,932	667	64,294	7,868	605	0.83	10.86
Schools Financial Credit Union	Sacramento	677,981	471,067	4,689	593,852	61,222	5,864	0.86	9.03
Second Baptist Church Credit Union	Los Angeles	279	119	3	236	40	0	0.17	14.29
Sierra Central Credit Union	Yuba City	241,970	178,342	3,194	208,494	26,348	1,648	0.68	10.89
Sierra Point Credit Union	South San Francisco	28,691	21,521	84	25,802	2,860	72	0.25	9.97
Siskiyou Central Credit Union	Yreka	25,983	15,451	125	23,272	2,645	189	0.73	10.18

<b>Name</b>	<b>Location</b>	<b>Assets</b>	<b>Loans</b>	<b>Loan Loss Reserve</b>	<b>Deposits</b>	<b>Capital</b>	<b>Net Income</b>	<b>ROA</b>	<b>ROE</b>
Sonoma County Grange Credit Union	Santa Rosa	33,658	16,385	75	29,675	3,977	148	0.44	11.82
Sonoma County Schools Credit Union	Santa Rosa	76,755	44,926	386	67,260	7,981	301	0.39	10.40
South Bay Credit Union	Redondo Beach	44,218	32,195	336	40,704	3,009	123	0.28	6.80
South Gate City Employees Credit Union	South Gate	6,488	3,376	16	5,487	997	47	0.73	15.36
Southern Baptist Credit Union	Brea	8,684	5,406	71	8,230	435	24	0.28	5.00
Southern California Central Credit Union	Pasadena	81,192	62,542	1,385	72,323	8,380	(26)	(0.03)	10.32
Southern California Latvian Credit Union	Covina	1,030	348	12	860	169	1	0.06	16.45
Southland Civic Credit Union	Downey	180,289	102,674	1,252	156,087	23,147	1,571	0.87	12.84
Spreckels District 4 Credit Union	Mendota	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Star Energy Credit Union	Bakersfield	8,402	7,489	109	7,450	838	39	0.46	9.98
State Center Credit Union	Fresno	52,665	39,971	458	47,723	4,261	151	0.29	8.09
State Employees #84 Credit Union	Manteca	1,681	1,481	24	1,349	328	21	1.24	19.51
Stockton Delta Credit Union	Stockton	3,736	939	12	2,992	738	13	0.36	19.76
Super U Credit Union	Sacramento	16,674	10,560	223	15,005	1,653	178	1.07	9.92
Technology Credit Union	San Jose	622,190	390,833	3,772	552,249	54,891	8,366	1.34	8.82
Telesis Community Credit Union	Northridge	223,915	190,853	875	204,421	18,559	974	0.44	8.29
Travis Credit Union	Vacaville	827,549	493,470	6,762	727,567	95,472	5,670	0.69	11.54
Triple S Credit Union	Sacramento	25,929	22,077	185	21,704	2,878	200	0.77	11.10
U.A.L.U. #159 Credit Union	Martinez	659	374	11	524	132	7	1.12	20.06
U.F.C.W. Local 1288 Credit Union	Fresno	65,774	42,376	599	57,228	8,426	901	1.37	12.81
U.F.C.W. Local 770 Credit Union	Hollywood	2,746	891	13	2,293	451	12	0.45	16.42
Uncle Credit Union	Livermore	141,304	80,608	659	127,291	12,290	1,363	0.96	8.70
United Association Credit Union	Concord	1,541	1,346	21	1,246	288	30	1.95	18.69
United Financial Credit Union	Whittier	26,543	18,406	185	23,467	2,694	211	0.79	10.15
United Health Credit Union	Burlingame	18,113	12,751	97	15,776	2,249	240	1.32	12.41
Universal City Studios Credit Union	Universal City	47,089	38,671	171	40,117	5,651	34	0.07	12.00
University & State Employees Credit Union	San Diego	418,865	333,100	3,295	357,106	28,553	3,976	0.95	6.82
University and Butte School Employees Credit Union	Chico	14,871	8,546	53	12,878	1,969	127	0.85	13.24
University Credit Union	Los Angeles	207,741	141,957	1,162	181,119	25,850	1,517	0.73	12.44
Utility District Credit Union	Oakland	18,037	7,314	101	16,310	1,617	172	0.95	8.96



<u>Name</u>	<u>Location</u>	<u>Assets</u>	<u>Loan Loss</u>		<u>Deposits</u>	<u>Capital</u>	<u>Net</u>	<u>ROA</u>	<u>ROE</u>
			<u>Loans</u>	<u>Reserve</u>			<u>Income</u>		
Valley Credit Union	San Jose	191,861	176,155	2,165	174,091	15,863	1,241	0.65	8.27
Valley First Credit Union	Modesto	116,507	69,570	608	104,128	11,568	1,079	0.93	9.93
Valley Oak Credit Union	Three Rivers	46,289	37,550	355	42,923	3,042	(102)	(0.22)	6.57
Vernon/Commerce Credit Union	Commerce	10,066	9,489	238	9,003	1,027	(98)	(0.97)	10.20
Vision One Credit Union	Sacramento	24,747	16,363	128	21,414	3,310	159	0.64	13.38
Watts United Credit Union	Los Angeles	2,083	981	130	2,006	61	(125)	(6.00)	2.95
Wescom Credit Union	Pasadena	1,553,734	1,124,556	8,641	1,289,892	146,129	9,115	0.59	9.41
West LA CSO Credit Union	Venice	102	0	2	53	46	(1)	(0.79)	44.84
West Los Angeles Japanese Credit Union	Los Angeles	1,587	1,295	0	1,246	340	(54)	(3.40)	21.42
Yosemite Credit Union	Yosemite	2,066	451	15	1,678	369	1	0.03	17.84

N/A Not available



# CALIFORNIA STATE-CHARTERED CREDIT UNIONS

**AS OF DECEMBER 31, 1999**

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Officer</u>	<u>Home page/Telephone</u>
1st Pacific Credit Union	536 Santa Clara Street	Vallejo	94590-5923	Lawrence J. Tierney, Jr.	707-552-4550
1st United Services Credit Union	5901 Gibraltar Drive North	Pleasanton	94588	John S. Salle	www.1stuscu.org 925-598-4750
Alameda Credit Union	2413 Webb Avenue	Alameda	94501	Donald H. Winstead, Jr.	510-523-1514
Alisos Credit Union	13704 Clarkdale Avenue	Norwalk	90651-0481	John Moser	562-864-6825
Allied Trades Credit Union	2131 W. March Lane	Stockton	95267	Frank C. Michael	209-474-9119
Amalgamated Lithographers Credit Union	1313 West 8th Street, Room 203	Los Angeles	90017	Maureen Karpet	213-483-4705
American Baptist Credit Union	101 South Barranca Avenue	Covina	91723	John T. Walling	www.abcu.org 626-915-7551
American Electronics Association Credit Union	505 N. Mathilda Avenue	Sunnyvale	94086	Timothy M. Kramer	www.aeacu.com 408-731-4100
American River HealthPro Credit Union	12519 Folsom Boulevard	Rancho Cordova	95842	Robert M. Steponovich	www.arhcu.org 916-985-6700
Anaheim City Employees Credit Union dba Anaheim Area CU	2390 E. Orangewood Avenue	Anaheim	92803	Ed Fox	714-978-0190
ARCO Credit Union	333 South Hope Street, Concourse Level	Los Angeles	90071	Todd Kenthack	www.arcofcu.org 800-276-6024
Arrow Credit Union	810 81st Avenue	Oakland	94621	Judy Happ	510-777-3061
Arrowhead Central Credit Union	2121 No. D Street	San Bernardino	92402	Larry R. Sharp	www.sbccu.com 909-890-0211
Atchison Village Credit Union	Collins & Curry Streets	Richmond	94801	Nancy Blackstock	510-233-3218
Barstow Non-Ops Credit Union	304 East Main Street, Suite C	Barstow	92312	Gina Samorajski	760-256-2591
Bay Cities Credit Union	22777 Main Street	Hayward	94543	Georgette Cooper	510-881-8866
Butte Co. Postal Employees Credit Union	800 Salem Street	Chico	95928	Melba M. McNary	530-342-2955
C.A.H.P. Credit Union	2843 Manlove Road	Sacramento	95826	Bruce Baldwin	916-362-4191
Cabrillo Credit Union	10075 Carroll Canyon Road	San Diego	92131	Robin Lentz	858-547-7400
Cal State 9 Credit Union	2300 Clayton Road	Concord	94520	Jackie Wong	www.calstate9.org 925-363-2700
Cal West Credit Union	5160 Birch Street	Newport Beach	92658-6380	Jeanne H. Tenno	www.calwestcu.org 949-833-0530
California Center Credit Union	9500 Cleveland Avenue, Suite 130	Rancho Cucamonga	91730	Janka Blair	909-476-8018
California Coast Credit Union	4545 Murphy Canyon Road	San Diego	92123	James L. McPheters	www.calcoastcu.org 858-495-1600
California Credit Union, The	P.O. Box 3024	Los Angeles	90078-5495	Gary Welch	www.tccu.org 323-436-2000
California Dairy & Associates CU	5715 East Smithway Street	City of Commerce	90040	Joan K. Lee	www.aubreyco.com/cdacu 323-723-4769
California Federation of Teachers CU	1200 West Magnolia Boulevard	Burbank	91506	Gary N. White	818-845-7835

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California Lithuanian Credit Union	2802 Santa Monica Boulevard	Santa Monica	90404	Laima Wheeler	310-828-7095
California State & Fed Emp #20 Credit Union	321 Wabash Street	Eureka	95501	George A. Davis	707-443-8662
California State Credit Union of the North Bay	1205 N. Dutton Avenue	Santa Rosa	95401	James R. Larson	www.cscuccu.org 707-546-6311
California State Employees Credit Union #13	1260 Pine Street	Redding	96049	Mark J. Moore	www.northstatecu.com 530-244-9920
California State Employees Credit Union #4	1185 West Hedges Avenue	Fresno	93778	Bruce L. Hibbard	559-233-0867
California State Employees No. 122 Credit Union	10333 El Camino Real	Atascadero	93423	Donna Ellstrom	805-466-6072
Caribbean - American Credit Union	2506 West Martin Luther King Jr., Blvd	Los Angeles	90008-2729	Angela Cameron	323-296-3387
Central Coast Credit Union	1220 Osos Street	San Luis Obispo	93401	Ervin L. Royse	805-543-5893
Central State Credit Union	919 North Center Street	Stockton	95201	Dave Silvestri	www.centralstatecu.org 209-466-4301
Central Valley Credit Union	1400 J Street	Modesto	95353	Steve Smith	209-491-7100
Chevron Valley Credit Union	8200 Granite Falls Drive	Bakersfield	93312	Carolyn Roberts	661-587-7250
Church/Co-Op Credit Union	3000 S Street	Sacramento	95816	Arlene Kemis	916-451-3339
City of Ukiah Employees Credit Union	1425 So. State Street	Ukiah	95482	Mercedes C. Warner	707-462-3557
Coast Central Credit Union	2650 Harrison Avenue	Eureka	95501	Dean Christensen	www.coastccu.org 707-445-8801
Coastline Community Credit Union	5555 Stearns Street, Suite 106	Long Beach	90815	Monica I. Lopez	562-493-3131
Commonwealth Central Credit Union	1651 N. First Street	San Jose	95112	Wayne Bunker	www.commonwealthcu.org 408-451-9010
Community Credit Union of Southern Humboldt	757 Redwood Drive	Garberville	95542	Steve Antongiovanni	707-923-2012
Contra Costa Retail Clerks Credit Union	4111 Alhambra Avenue	Martinez	94553	Nancy Kelly	925-228-8440
County City Employees Credit Union	1220 Osos Street	San Luis Obispo	93401	Ervin L. Royse	805-543-5839
Credit Union For Organized Labor, The	1009 Mchenry Avenue	Modesto	95352	Jeanette Bell	www.cuol.org 209-527-8731
Delta Valley Credit Union	440 N. El Dorado Street	Stockton	95202	Mary Field	209-465-8059
Dominguez Water Employees Credit Union	21718 South Alameda	Long Beach	90810	John R. Foth	310-834-2625
Dow Great Western Credit Union	P.O. Box 1398	Pittsburg	94565	Don L. Rogers	925-432-5341
East Bay Postal Credit Union	480 Roland Way	Oakland	94614	Cynthia La Croix	510-568-7150
Educational Employees Credit Union	2222 West Shaw Avenue	Fresno	93755-5242	Bruce L. Barnett	www.eecufresno.org 559-437-7739
El Futuro Credit Union	182 North Main Street	Porterville	93257	Julian Flores, Jr.	559-784-7901
El Monte City Employees Credit Union	11718 Ramona Boulevard	El Monte	91732	Nancy Allesandro	626-444-0501
Electricians #595 Credit Union	2194 Edison Avenue	San Leandro	94577	Carol Rodriguez	510-569-0607
Energy First Credit Union	1155 Corporate Center Drive	Monterey Park	91754	Lynn Bowers	www.gascocu.org 323-981-4000
Evangelical Christian Credit Union	1150 North Magnolia	Anaheim	92803	Mark G. Holbrook	www.eccu.org 714-828-3228

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Financial 21 Community Credit Union	440 Beech Street	San Diego	92101-3281	Gene Roberts	www.financial21.com 619-233-3101
Financial Benefits Credit Union	1000 Broadway	Oakland	94604-2939	John Schaffner	510-433-9222
Financial Center Credit Union	18 South Center Street	Stockton	95208-9005	L. D. Duffy	www.fccuburt.org 209-948-6024
Firestone Staff Credit Union	801 South Brookhurst Street	Anaheim	92804	Kathy McMinn	714-563-4360
First Entertainment Credit Union	6735 Forest Lawn Drive, Suite 100	Hollywood	90068	Charles Bruen	www.firstent.org 323-851-3673
First Financial Credit Union	1616 West Cameron Avenue	West Covina	91790-2714	Richard Ghysels	626-939-3100
First Imperial Credit Union	1602 West Main Street	El Centro	92243	Rick Rowin	760-352-1540
First Metropolitan Credit Union dba Metro 1Credit Union	1333 Willow Pass Road	Concord	94520	Christine A. Fields	www.metro1cu.org 925-682-6650
Food Processors Credit Union	2504 Tenaya Drive	Modesto	95353	Joe S. Duran	209-521-6015
Fountain Valley Credit Union	10200 Slater Ave	Fountain Valley	92708	Cathy Bailey	714-968-3080
Franklin-Media Credit Union	7700 Edgewater Drive, Suite 350	Oakland	94621	Thomas Alford, Jr.	www.franklin-media.com 510-635-9871
Fresno Fire Department Credit Union	5300 N. Fresno Street	Fresno	93710	Susan Warkentin	www.fidcu.org 559-228-1997
Fresno Police Department Credit Union	1004 North Van Ness	Fresno	93728	Sandi McMillan	www.fpdcu.org 559-233-1788
Gardena Valley Japanese Credit Union	P.O. Box 2109	Gardena	90247-0109	James T. Yoshimura	310-324-1544
Glass Containers Credit Union	4th & 'O' Streets	Antioch	94509	Sondra Schnee	925-757-3200
Golden 1 Credit Union, The	6507 4th Avenue	Sacramento	95817	Stanley Collen	www.golden1.com 916-732-2802
Great American Credit Union	2701 Midway Drive	San Diego	92138-1625	Sharon Updike	www.greatamerican.org 619-224-3521
Harbor Japanese Credit Union	1766 Seabright Avenue	Long Beach	90810	Frank Y. Tanaka	562-432-4555
Heritage Community Credit Union	10399 Old Placerville Road	Sacramento	95827	Stephen W. Pogemiller	916-364-3888
High Sierra Credit Union	350 West Line Street, Suite A	Bishop	93514	Bonnie Hamilton	760-873-6190
Horizon Credit Union	3434 West Shaw Avenue	Fresno	93711	Susan Engelmann	www.horizoncu.org 559-275-3944
Huntington Beach City Employees Credit Union	2000 Main Street	Huntington Beach	92648	Elaina J. Southwick	714-536-6517
I.L.W.U Credit Union	1134 North Avalon Boulevard	Wilmington	90748	Jackie Smith	310-834-6411
Inland Counties Postal Credit Union	2015 Park Avenue	Redlands	92375-2200	Bernie Gonzalez	909-307-1787
Inland Empire Credit Union	401 East 2nd Street	Pomona	91766	George Kirshner	909-865-2655
Inwood Credit Union	433 Hegenberger Road #C	Oakland	94621	Robert Haven	510-632-4847
Jones Methodist Church Credit Union	1975 Post Street	San Francisco	94115	Constance E. Richey	415-922-8320
Kearny Mesa Financial Credit Union	4285 Ruffin Road	San Diego	92193-3573	James Goulet	www.kmfcu.org 858-292-4851
Kern Central Credit Union	324 Oak Street #P	Bakersfield	93304	Carl Trejo	www.kerncentralcu.com 661-395-3032
L. A. Electrical Workers Credit Union	1021 East Walnut, Suite 200	Pasadena	91109-7030	Marshall Goldblatt	626-440-9284
L.A. Southwest Japanese Credit Union	3037 W. Jefferson Boulevard	Los Angeles	90018	Ken Takemoto	323-731-9358
Las Flores Credit Union	1220 Osos Street	San Luis Obispo	93401	Ervin Royse	805-543-5839
Lithuanian Credit Union	3352 Glendale Boulevard	Los Angeles	90039	Vincent Juodvalkis	323-661-5276

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Local #302 IBEW Credit Union	2643 Appian Way, Suite D	Pinole	94564-2247	George Cox	510-758-6311
Lodi Employees Credit Union	314 W. Lockeford Street	Lodi	95240	Phyllis J. Guillory	209-333-1739
Long Beach Firemen's Credit Union	2245 Argonne Avenue	Long Beach	90815	William H. Fickling	www.lbfcu.org 562-597-0351
Long Beach Postal Credit Union	2371 Grand Avenue	Long Beach	90809	Vern Wiley	562-498-6057
Long Beach State Employees Credit Union	3840 Long Beach Boulevard	Long Beach	90807	J. W. Keller	www.lbsecu.org 562-426-8838
Los Angeles Firemen's Credit Union	1520 W. Colorado Boulevard	Pasadena	90060	Mike Mastro	www.lafirecu.org 323-254-1700
Lutheran Credit Union Of America	403 W. Imperial Highway, Suite G	Brea	92812	C. R. Oldenburg	www.lcua.org 714-257-4900
March Community Credit Union	23520 Cactus Avenue	Moreno Valley	92553	Robert Cameron	www.marchccu.org 909-656-4411
Marin General Hospital Employees Credit Union	P.O. Box 8010	San Rafael	94912	Joan Petri	415-925-7477
McClatchy Employees Credit Union	2100 Q Street	Sacramento	95852	Dolores S. Rueda	916-321-1780
McColl's Credit Union	2500 Angelo Avenue	Redding	96099	Carol Kerfoot	530-241-4713
Media City Credit Union	1020 W Olive Street	Burbank	91506	Shirley Tapp	818-238-2950
Medi-Serv Credit Union	2299 Post Street	San Francisco	94115	Linda S. Gallardo	415-346-2128
Mendo Lake Credit Union	526 S. State Street	Ukiah	95482	Mark DeMeulenaere	707-468-0161
Merced Municipal Employees Credit Union	725 W 18th St.	Merced	95340	Cathy Carvajal	209-385-6872
Merco Credit Union	1911 M Street	Merced	95344	Mike Malone	www.merco.org 209-723-4285
Meriwest Credit Union	5615 Chesbro Avenue	San Jose	95132-3047	Christopher M. Owen	408-972-5222
Mid-Cities Schools Credit Union	325 South Santa Fe Avenue	Compton	90221	Tim McCartney	310-638-5147
M-N Employees Credit Union	750 Ridder Park Drive	San Jose	95190	Stephanie Hancock	408-920-5557
Monterey County Employees Credit Union	P.O. Box 74	Salinas	93902	Carol Nelson	831-755-5810
Monterey Credit Union	501 East Franklin Street	Monterey	93940	J. Stewart Fuller	831-647-1000
Municipal Employees Credit Union of San Jose	140 Asbury Street	San Jose	95110-2105	Judy Nissila	www.mecusj.org 408-294-8800
Musicians Credit Union	817 North Vine Street	Hollywood	90038	John Drake	323-462-6471
Nazarene Credit Union	1770 E. Lambert Road	Brea	92822	Mendell Thompson	www.nazarene.com 714-671-6963
North Orange County Credit Union	230 West Wilshire Avenue	Fullerton	92834	Marjorie Tester	714-871-8400
Northern California Latvian Credit Union	84 Highland Avenue	Los Gatos	95030-7114	Mara Martinskis	408-354-7706
Norton Community Credit Union	Building S-21 Norton Air Force Base	San Bernardino	92423-0847	Debra Gannaway	www.norcomcu.org 909-382-7900
Oakland Municipal Credit Union	505 14th Street	Oakland	94612	Marte Plump	www.omcu.com 510-238-3031
OCHA Credit Union	200 S. Manchester Avenue, Suite 110	Orange	92868	Stephanie King	www.ochacu.org 714-456-0525
Orange County Gardeners Credit Union	1678 West Broadway, Suite 109	Anaheim	92814	Kathy Epperson	714-991-6531
Orange County's Credit Union	1211 E. Dyer Road	Santa Ana	92705	Judith A. McCartney	714-755-5900
Oroweat Employees Credit Union	1433 W. Beverly Boulevard	Montebello	90640	Teri Barker	323-724-3434



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Pacific Community Credit Union	401 E. Imperial Hwy.	Fullerton	92835	Kevin Pendergraft	www.yourcreditunion.com 714-526-2328
Pacific Life Credit Union	280 Newport Center Drive, Suite 100	Newport Beach	92658	Angela K. Clitherow	949-719-9277
Pacific Service Credit Union	2850 Shadelands Drive	Walnut Creek	94596	Thomas Smigielski	www.pacificservice.org 925-296-6200
Pacifica-Coastside Credit Union	1220 Linda Mar Boulevard	Pacifica	94044	Artelle Straight	650-355-6110
Patelco Credit Union	156 Second Street	San Francisco	94105-3993	Edgar Callahan	www.patelco.org 415-442-7187
Peninsula Postal Credit Union	1040 Leigh Avenue	San Jose	95126-4152	Jan G. Meere	408-275-8595
Placer Credit Union	635 Mikkelsen Drive	Auburn	95604	Stan A. Wilson	800-900-7248
Placer Nevada Grange Credit Union	13148 Lincoln Way	Auburn	95603	Susan Menchinella	530-885-7443
Point Loma Credit Union	9420 Farnham Street	San Diego	92123-1321	Theodore H. Dennis	858-495-3400
Pomona Valley Credit Union	1716 West Holt Avenue	Pomona	91768	Dianne Harding	909-629-4048
Postal & Federal Employees Credit Union	23021 Lake Center Drive	Lake Forest	92799	Joy Lawrence	949-588-9400
Postal Credit Union of Los Angeles	1631 Huntington Drive	South Pasadena	91030	William E. Harris	626-441-1999
Postal Credit Union of Northern California	3636 Castro Valley Boulevard	Castro Valley	94546	Kathleen Ricketts	510-582-3330
Premier America Credit Union	19867 Prarie Street	Chatsworth	91311	John Merlo	818-718-6078
Printing and Publishing Employees Credit Union	3630 13th Street	Riverside	92502	Carlos Vasconcelos	909-781-0981
Printing Industries Credit Union	5800 South Eastern Avenue	Los Angeles	90091-1067	Ricky D. Dockery	323-728-1866
Printing Office Employees Credit Union	750 Terrado Plaza	Covina	91723	Rita Hanson	626-858-8466
Provident Central Credit Union	303 Twin Dolphin Drive	Redwood City	94065-1409	Ludelle Morrow	www.providentcu.org 650-508-0300
Public Works Credit Union	900 South Fremont Avenue	Alhambra	91802	Delaney Morris	626-458-5175
Redwood Credit Union	P.O. Box 6104	Santa Rosa	95406	William Rayhill	www.redwoodcu.org 707-545-4000
Richmond Standard Employees Credit Union	P.O. Box 1272	Richmond	94802	G. T. Ames	510-242-4370
Riverside County's Credit Union	6403 Riverside Avenue	Riverside	92506	Mark Hawkins	909-684-6414
Riverside Employees Credit Union	8543 Indiana Avenue	Riverside	92504-4046	Moritz Wohanka	909-343-3280
Rolling F Credit Union	2101 Geer Road	Turlock	95382	Douglas Aleson	209-634-2911
S.F. Bay Area Educators Credit Union	258-B Laguna Honda Boulevard	San Francisco	94116-1409	Patricia Ellis	415-664-4313
S.F. Police Credit Union	2550 Irving Street	San Francisco	94122-0219	Mike Sordelli	www.sfpcu.org 415-564-3800
Sacramento Credit Union	800 'H' Street	Sacramento	95812	Jerrold A. Kinlock	www.sactocu.org 916-444-6070
Sacramento District Postal Employees Credit Union	1485 River Park Drive	Sacramento	95815	Sylvia V. Huber	916-921-5050
Safe 1 Credit Union	P.O. Box 2203	Bakersfield	93303	Doug Kileen	www.safe1.org 661-327-3818
SAFE Credit Union	4636 Watt Avenue	North Highlands	95660-5578	Henry W. Wirz	916-979-7233
San Bernardino City Employees Credit Union	401 West 2nd Street	San Bernardino	92401	Kathy Amos	909-889-0838
San Diego County Credit Union	9985 Pacific Heights Boulevard	San Diego	92121	Rod Calvao	www.sdccu.com 858-597-6538

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Officer</u>	<u>Home page/Telephone</u>
San Diego Metropolitan Credit Union	5555 Mildred Street	San Diego	92171-9099	George Hecker	www.sdmcu.org 619-297-4835
San Fernando Valley Japanese Credit Union	13900 Polk Street	Sylmar	91342	Mayko T. Martinez	818-362-0680
San Francisco Firemen Credit Union dba San Francisco Fire CU	3201 California Street	San Francisco	94118	John L. Rebholtz	415-674-4800
San Francisco J.A.C.L. Credit Union	540 45th Avenue	San Francisco	94121	Edith Horner	415-387-4878
San Francisco Joint Board I.L.G.W.U. Credit Union	660 Howard Street	San Francisco	94105	Margaret S. Williams	415-543-9990
San Gabriel Valley Credit Union	1880 Amar Road, Suite A-4	Walnut	91788-1297	Richard T. Krusbe	626-443-6013
San Gabriel Valley Postal Credit Union	328 East San Bernardino Road	Covina	91723	Shirley Von	626-915-3841
San Joaquin Power Employees Credit Union	650 O Street	Fresno	93760-0001	Joanne Hubbard	559-263-5087
San Mateo County Employees Credit Union	525 Middlefield Road	Redwood City	94064	Barry Jolette	650-363-1767
Santa Cruz Community Credit Union	512 Front Street	Santa Cruz	95060	James Sudduth	831-425-7708
Santa Cruz County Employees Credit Union	9000 Soquel Avenue	Santa Cruz	95062	Trey Dunbar	www.sccecu.org 831-479-7600
Santa Fe Springs City Employee Credit Union	11300 Greenstone	Santa Fe Springs	90670	Khader Khoury	562-944-3459
Santa Monica Consumers Credit Union	1044 Pico Boulevard	Santa Monica	90405	Howard Hauptman	310-452-3851
Schools Credit Union dba Stockton Teachers Credit Union	3255 West Benjamin Holt Drive	Stockton	95208-0929	Paul I. Bonell	www.schools.org 209-235-1100
Schools Financial Credit Union	1485 Response Road, #126	Sacramento	95815	Jim Jordan	916-569-5400
Second Baptist Church Credit Union	2412 Griffith Avenue	Los Angeles	90011	Joann Oliver	213-748-0318
Sierra Central Credit Union	820 Plaza Way	Yuba City	95991	Greg Kerckhoff	530-671-3009
Sierra Point Credit Union	365 S Spruce Ave	South San Francisco	94080-5921	Deborah A. Trapani	www.spcu.org 650-588-6140
Siskiyou Central Credit Union	845 Fourth Street	Yreka	96097-3311	Earlene Gibson	530-842-1694
Sonoma County Grange Credit Union	304 Sutton Place	Santa Rosa	95407	Jeanette St. George	www.scgcu.org  707-584-0384
Sonoma County Schools Credit Union	P.O. Box 6004	Santa Rosa	95406-0004	Edward C. Laski	www.scsu.org 707-546-8984
South Bay Credit Union	2304 Artesia Boulevard	Redondo Beach	90278	Charlotte Johnson	www.sbcu.org 310-374-3436
South Gate City Employees Credit Union	4244 Santa Ana Street	South Gate	90280	Margo Alvarez	323-563-5788
Southern Baptist Credit Union	251 S. Randolph Avenue	Brea	92622-0009	Stan Wahl	714-671-1021
Southern California Central Credit Union	990 South Fair Oaks Avenue	Pasadena	91105	Thomas R. Graves	www.scccu.org 626-799-6000
Southern California Latvian Credit Union	1439 N. O'Malley Avenue	Covina	91722	Robert Virza	626-966-6360
Southland Civic Credit Union	8545 East Florence Avenue	Downey	90241	David M. Styler	www.scfcu.org 562-862-6831
Spreckels District 4 Credit Union	29400 Whitesbridge Road	Mendota	93640	Lupe Alvarado	559-655-4961
Star Energy Credit Union	5605 N. Chester Extension	Bakersfield	93308	Cheryl Kline	661-392-2570
State Center Credit Union	1515 E. Shaw Avenue	Fresno	93710	Scott Thwaites	559-225-7228

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Officer</u>	<u>Home page/Telephone</u>
State Employees #84 Credit Union	23500 Kasson Road	Tracy	95376	Cindy Villanueva	209-836-4230
Stockton Delta Credit Union	800 West Church Street	Stockton	95203	Dawn McMeans	209-464-3406
Stockton Postal Credit Union	4245 North West Lane	Stockton	95208-0266	Ali Kelley	209-939-3081
Super U Credit Union	5921 Folsom Boulevard	Sacramento	95819	Elena DeAnda	916-457-7057
Technology Credit Union	2010 North First Street	San Jose	95109-1409	Kenneth D. Burns	408-451-9111
Telesis Community Credit Union	9121 Oakdale Avenue	Chatsworth	91311	Grace Y. Mayo	818-885-1226
Travis Credit Union	P.O. Box 2069	Vacaville	95696	Robert Siravo	707-451-5350
Triple S Credit Union	3113 Wisserman Drive	Sacramento	95826	Don Kilgo	916-457-7057
U.A.L.U. #159 Credit Union	1308 Roman Way	Martinez	94553	Bonnie Cox	925-229-0774
U.F.C.W. Local 1288 Credit Union	3650 E. Ashlan Avenue	Fresno	93726	Gale Young	www.ufwcwu.org 559-227-8329
U.F.C.W. Local 770 Credit Union	P.O. Box 770	Hollywood	90078	Stella E. Krupski	213-487-7070
Uncle Credit Union	2100 Las Positas Court	Livermore	94550	Kathie Kasper	www.unclecu.org 925-447-5001
United Association Credit Union	935 Detroit Avenue	Concord	94518	Michelle Curcio	925-686-1044
United Financial Credit Union	9925 S. Painter Avenue, Suite D	Whittier	90605-0277	Nancy E. Tinkler	562-944-4842
United Health Credit Union	1783 El Camino Real	Burlingame	94010	Linda White	650-696-5818
Universal City Studios Credit Union	90 Universal Plaza	Universal City	91608	Bert Vercelli	818-777-7526
University & State Employees Credit Union	3131 Camino Del Rio North	San Diego	92108	Linda Baughman	www.usecu.org 619-641-7555
University and Butte School Employees Credit Union	550 Salem Street	Chico	95928	Joe Kelly	530-895-1947
University Credit Union	1500 South Sepulveda Boulevard	Los Angeles	90025-3312	Charles Bumbarger	www.ucu.org 310-477-6628
Utility District Credit Union	P.O. Box 24055	Oakland	94623	Dale E. Scholzen	510-287-0465
Valley Credit Union	2635 Zanker Road	San Jose	95134-2107	Anthony D. Jones	www.valleycu.org 408-955-1300
Valley First Credit Union	1419 "J" Street	Modesto	95353	Henry Barrett	209-549-8511
Valley Oak Credit Union	40870 Sierra Drive	Three Rivers	93271	Gary Cameron	559-561-4471
Vernon/Commerce Credit Union	2615 Senta Avenue	Commerce	90091	Gene Perez	323-725-1952
Vision One Credit Union	3279 Ramos Circle	Sacramento	95827-7637	Terry G. Parkyn	916-363-4293
Watts United Credit Union	1827 East 103rd Street	Los Angeles	90002	Angela Hucks	323-564-7854
Wescom Credit Union	123 South Marengo Avenue	Pasadena	91109-7058	Darren Williams	www.wescomcu.org 626-535-1000
West LA CSO Credit Union	714 California Avenue	Venice	90291	Jolene Fukushima	310-823-9254
West Los Angeles Japanese Credit Union	2007 Sawtelle Boulevard, Suite I	Los Angeles	90025	Eiko Tanaka	310-479-5633
Yosemite Credit Union	P.O. Box 576	Yosemite	95389	Richard Moehring	209-372-4750 408-955-1300

## OUT-OF-STATE CREDIT UNIONS AUTHORIZED TO DO BUSINESS IN CALIFORNIA

**AS OF DECEMBER 31, 1999**

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>State</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Home page/Telephone</u>
Anheuser-Busch Employees' Credit Union	1001 Lynch Street	St. Louis	MO	63118	John D. Osborn	
Delta Employees Credit Union	1001 Virginia Avenue	Atlanta	GA	30354	WJ William	
Great Lakes Credit Union	Building 290	Great Lakes	IL	60088	Vikki Marsh	847-578-7000
United Air Lines Employees Credit Union	125 East Algonquin Road	Arlington Heights	IL	60005	Robert W. Bream	847-700-8700
Corporate America Family Credit Union	2075 Big Timber Road	Elgin	IL	60123-1140	Veronika Szabo	847-607-1297

## STATEMENT OF FINANCIAL CONDITION

**AS OF DECEMBER 31, 1999**  
**(IN THOUSANDS OF DOLLARS)**

Number of institutions 23

**Assets**

Cash and due from banks	\$147,772
Securities	936,872
Federal funds sold	320,395
Loans	8,385,526
Less allowance for loan losses	146,725
Trading assets	11,980
Premises and fixed assets	38,396
Other real estate owned	13,515
Investments in unconsolidated subsidiaries	0
Customers' liability under acceptances	0
Intangible assets	18,924
Other assets	207,225

***Total assets*** **\$9,933,880**

**Liabilities and capital**

Total deposits	\$8,564,505
Federal funds purchased	4,580
Demand notes issued to the U.S. Treasury	0
Trading liabilities	0
Other borrowed money	299,053
Liability on acceptances outstanding	0
Subordinated notes and debentures	35,000
Other liabilities	83,059
Perpetual preferred stock	0
Common stock	114,343
Surplus	389,741
Undivided profits and capital reserves	447,713
Unrealized gains on available-for-sale securities	(4,114)

***Total liabilities and equity capital*** **\$9,933,880**

# STATEMENT OF INCOME

**FOR THE YEAR ENDED DECEMBER 31, 1999  
(IN THOUSANDS OF DOLLARS)**

## Interest income

Loans	\$869,816
Lease financing receivables	797
Due from depository institutions	2,963
Securities	32,426
Trading assets	1,853
Federal funds sold	14,847
<b><i>Total interest income</i></b>	<b><i>\$922,702</i></b>

## Interest expense

Deposits	407,054
Federal funds purchased	681
Borrowings	24,092
Subordinated notes	4,200
<b><i>Total interest expense</i></b>	<b><i>\$436,027</i></b>

Net interest income	\$486,675
Provision for loan loss	\$86,985

## Noninterest income

Fiduciary activities	\$0
Service charges	213
Trading revenue	262
Other fee income	20,846
All other noninterest income	53,990
<b><i>Total noninterest income</i></b>	<b><i>75,311</i></b>

Realized gains (losses) on securities	(\$53)
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## Noninterest expense

Salaries	\$165,762
Premises and fixed assets	32,684
Other noninterest expense	118,673
<b><i>Total noninterest expense</i></b>	<b><i>\$317,119</i></b>

Income before income taxes and extraordinary items	\$157,829
Income tax	60,465
Income before extraordinary items	97,364
Extraordinary items	0
<b><i>Net income</i></b>	<b><i>\$97,364</i></b>



## PROFILE OF THRIFT AND LOAN ASSOCIATIONS

(IN MILLIONS OF DOLLARS)

<u>Period Ending</u>	<u>12/31/1997</u>	<u>12/31/1998</u>	<u>12/31/1999</u>
Number of Thrift and Loans	26	27	23
Loans & Leases (Net)*	5,668.7	7,342.2	8,385.5
Reserve for loans	107.8	131.4	146.7
Total Assets	6,968.0	9,069.4	9,933.9
Total Deposits	5,863.9	7,649.1	8,564.5
Total Equity Capital	698.6	817.9	947.7
Noncurrent Loans & Leases**	79.1	88.9	93.7
Total Past Due Loans & Leases***	167.8	174.8	201.8
Other Real Estate Owned****	27.6	16.0	13.5
Interest Earned	685.2	840.3	922.7
Interest Expense	322.4	400.4	436.0
Net Interest Income	362.8	440.0	486.7
Noninterest Income	134.0	155.7	75.3
Loan Loss Provision	68.7	65.0	87.0
Noninterest Expense	255.4	361.8	317.1
Net Income	104.2	103.2	97.4
Return on Assets	1.50	1.14	0.98
Return on Equity	14.92	12.62	10.27
Net Interest Margin	5.21	4.85	4.90
Loans & Leases/Deposits	96.67	95.99	97.91
Loans & Leases/Assets	81.35	80.96	84.41
LLR/Total Loans	1.90	1.79	1.75
Equity Capital/Assets	10.03	9.02	9.54
Noncurrent Loans & Leases/Total Loans & Leases	1.40	1.21	1.12
Total Past Due Loans & Leases/Total Loans & Leases	2.96	2.38	2.41
Reserves for Loans/Noncurrent Loans & Leases	136.20	147.84	156.59

\* Net of unearned income.

\*\* Noncurrent loans & leases are loans & leases past due 90 days or more and nonaccruals.

\*\*\* Includes noncurrent loans & leases plus loans & leases 30-89 days delinquent.

\*\*\*\* Other Real Estate Owned (ORE) is Total ORE less direct and indirect investments in real estate ventures;

## SELECTED FINANCIAL DATA – THRIFT AND LOAN ASSOCIATIONS

**AS OF DECEMBER 31, 1999  
IN THOUSANDS OF DOLLARS**

<u>Name</u>	<u>Location</u>	<u>Assets</u>	<u>Loan Loss</u>		<u>Deposits</u>	<u>Capital</u>	<u>Net</u>	<u>ROA</u>	<u>ROE</u>
			<u>Loans</u>	<u>Reserve</u>			<u>Income</u>		
Acacia Bank	Laguna Hills	157,830	95,266	1,330	143,115	14,355	359	0.23	2.5
Affinity Bank	Ventura	290,474	236,711	2,691	246,840	27,197	1,287	0.44	4.73
Balboa Thrift and Loan Association	Chula Vista	60,698	54,478	1,200	54,831	5,012	924	1.52	18.44
Capitol Thrift and Loan Association	Napa	116,603	101,701	1,500	104,153	11,985	1,384	1.19	11.55
Centennial Bank	Fountain Valley	110,346	98,789	956	94,174	9,615	1,503	1.36	15.63
Community Commerce Bank	Los Angeles	216,496	181,137	3,625	187,223	22,347	4,151	1.92	18.58
Crown American Bank	El Segundo	13,144	0	0	1,406	11,131	642	4.88	5.77
Finance and Thrift Company	Porterville	70,807	60,650	915	54,901	14,603	1,705	2.41	11.68
Fireside Thrift Company	Pleasanton	718,146	622,973	29,507	608,742	91,684	13,829	1.93	15.08
First Fidelity Investment & Loan	Tustin	526,511	450,205	4,7693	49,087	37,487	8,190	1.56	21.85
First Security Thrift Company	Orange	145,551	88,243	905	129,334	15,667	2,671	1.84	17.05
FirstPlus Bank	Tustin	238,223	79,036	1,450	208,944	27,319	(222)	(0.09)	(0.81)
Franklin Thrift & Loan Association	Orange	11,327	11,931	1,429	10,402	891	(455)	(4.02)	(51.07)
Fremont Investment & Loan	Anaheim	3,808,795	3,395,967	46,534	3,426,044	338,888	39,419	1.03	11.63
Golden Security Bank	Alhambra	90,306	74,282	968	83,293	6,491	2,407	2.67	37.08
Home Investment and Loan	San Diego	80,909	71,456	1,144	70,249	7,801	1,979	2.45	25.37
Imperial Capital Bank	Glendale	1,086,344	971,378	18,695	914,238	98,338	16,749	1.54	17.03
Novato Community Bank	Novato	49,715	42,284	363	45,577	3,900	369	0.74	9.46
Rancho Santa Fe Thrift & Loan Association	San Marcos	77,110	75,128	1,964	39,657	13,505	2,531	3.28	18.74
Silvergate Bank Southern	La Mesa	92,211	49,268	590	51,961	8,612	1,555	1.69	18.06
Pacific Bank	Los Angeles	1,846,992	1,516,529	24,260	1,626,154	169,962	(4,969)	(0.27)	(2.92)
Tamalpais Bank	San Rafael	102,322	89,217	979	93,737	8,478	1,199	1.17	14.14
Tustin Thrift and Loan Association	Tustin	23,020	18,897	951	20,443	2,415	157	0.68	6.50

## THRIFT AND LOAN ASSOCIATIONS

AS OF DECEMBER 31, 1999

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Home page/Telephone</u>
Acacia Bank	23601 Moulton Parkway	Laguna Hills	92653	Roy A. Henderson	949-461-5939
Affinity Bank	101 South Chestnut Street	Ventura	93001	Michael R. McGuire	805-804-8391
Balboa Thrift and Loan Association	595 "H" Street	Chula Vista	91910-4330	Ted Monzingo	619-425-4440
Capitol Thrift & Loan Association	1424 Second Street	Napa	94559	Robert F. Kelly	707-253-2900
Centennial Bank	18837 Brookhurst Street	Fountain Valley	92708	Ron Robertson	714-549-2383
Community Commerce Bank	5444 East Olympic Boulevard	Los Angeles	90022	William Lasher	www.ctloan.com 323-888-8777
Crown American Bank	2121 Rosecrans Avenue, Suite 1350	El Segundo	90245	Dennis Lacey	310-606-0015
Finance and Thrift Company	268 No. Main Street	Porterville	93257	David L. Stuck	559-784-1793
Fireside Thrift Co.	5050 Hopyard Road	Pleasanton	94588	Ferdinand H. Reichelt	925-460-9020
First Fidelity Investment and Loan	3061 Edinger Avenue	Tustin	92780	Chuck Thomas	www.1stfidelity.com 949-863-0222
First Security Thrift	803 East Katella Avenue	Orange	92667	James Bresnan	714-538-3481
FirstPlus Bank	18302 Irvine Boulevard	Tustin	92780	Michael McGuire	714-573-7500
Franklin Thrift and Loan Association	200 South Manchester Boulevard	Orange	92668	Patrick L. Dowling	714-937-5156
Fremont Investment and Loan	175 North Riverview Drive	Anaheim	92808	Murray Zoota	714-283-6500
Golden Security Bank	30 West Valley Boulevard	Alhambra	91801	William H. Guleserian	www.goldensecurity.com 626-289-5788
Home Investment and Loan	875 Garnet Avenue	San Diego	92109	Byron Webb, Jr.	858-270-5881
Imperial Capital Bank	700 North Central Avenue	Glendale	91203	George Haligowski	www.imperialthrift.com 818-551-0600
Novato Community Bank	1400 Grant Avenue	Novato	94945	Kim Petrini	www.ncbanking.com 415-898-5400
Rancho Santa Fe Thrift & Loan Association	1001 San Marcos Boulevard	San Marcos	92069	Michael Johns	760-736-2020
Silvergate Bank	8100 La Mesa Boulevard	La Mesa	91941	Dennis S. Frank	619-465-7283
Southern Pacific Bank	12300 Wilshire Boulevard	Los Angeles	90025	John C. Getzelman	www.spbank.com 310-442-3300
Tamalpais Bank	851 Irwin Street	San Rafael	94901	Mark Garwood	415-454-1212
Tustin Thrift and Loan Association	530 East First Street	Tustin	92680	John Prescott	714-730-5662

# SELECTED FINANCIAL DATA – PREMIUM FINANCE COMPANIES

**AS OF DECEMBER 31, 1999**  
**IN THOUSANDS OF DOLLARS**

<u>Name</u>	<u>Location</u>	<u>Total Loans</u>	<u>Total Assets</u>	<u>Total Capital</u>	<u>Net Income</u>
1st Choice Premium Finance Company	Torrance	96	156	86	22
AFCO Acceptance Corporation	Woodland Hills	65,581	70,923	31,469	(1,133)
AICCO, Inc.	Los Angeles	13,600	16,359	8,929	607
Alliance Premium Finance Company	Glendale	0	0	0	0
American Acceptance Corporation	Woodland Hills	3,903	4,221	3,906	402
American Pioneer Financial Services	Anaheim	1,097	1,151	106	31
American Premium Finance Corporation	Anaheim	958	1,062	75	(2)
APFC, Inc.	Woodland Hills	0	1	227	(169)
Arizona Premium Finance Company, Inc.	North Hollywood	1,843	1,087	85	10
Bay Budget Plan, Inc.	Anaheim	588	696	92	(19)
Beacon Finance Corporation	Woodland Hills	3,364	2,999	272	78
Birch Financial Corporation	Anaheim	2,565	2,549	557	116
Blue Chip Finance Corporation	Woodland Hills	161	240	128	9
Bridgeport Premium Acceptance Corporation	Woodland Hills	652	635	130	6
Brokers Premium Finance, Inc.	Anaheim	229	250	110	19
Cananwill, Inc.	Irvine	0	24,793	5,010	793
Central Premium Finance Company	Los Angeles	N/A	N/A	N/A	N/A
DBA Financial Inc.	Arcata	N/A	N/A	N/A	N/A
Design Premium Finance, Inc.	Anaheim	299	328	75	(2)
Discovery Premium Finance, Inc.	Anaheim	121	388	329	68
Douglas Street Premium Finance Co., of CA	Fresno	751	884	184	43
Economy Premium Finance Company	Anaheim	309	452	327	48
Emerald Premium Finance Company	Anaheim	88	126	110	11
Empire Premium Finance Company	Anaheim	282	340	99	2
Equity Premium Acceptance Corporation	Anaheim	214	382	189	11
Executive Finance, Inc.	Anaheim	454	509	89	(23)
First Insurance Funding Corporation of CA	Woodland Hills	520	600	137	1
FPCAL, Inc.	Manhattan Beach	0	96	96	(0)
Freeway Budget Plan, Inc.	Orange	0	75	75	0
Fremont Premium Finance Company	Santa Monica	0	2	300	0
FS Premium Finance Company	Irvine	563	651	500	9
GD Financial Corporation	Escondido	3,096	2,901	285	79
Gemini Premium Finance Service, Inc.	Westminster	0	0	0	0
General Agents Acceptance Corp.	Lake Forest	4,634	4,531	141	26
Hamilton Premium Finance Corp.	Anaheim	2,493	2,656	123	39
Ibex Financial Services, Inc.	Tustin	0	1,203	361	100
Imperial Premium Finance, Inc.	Sherman Oaks	26,761	35,807	5,395	1,400
INAC Corporation of California	Rancho Cordova	14,078	14,692	1,688	5
Infinity Acceptance Corporation	Woodland Hills	17,218	14,328	1,474	476
Insurance Financing, Inc.	Los Angeles	181	904	232	8
Liberty Premium Finance Corp.	Cerritos	5,488	5,145	1,044	331

<u>Name</u>	<u>Location</u>	<u>Total Loans</u>	<u>Total Assets</u>	<u>Total Capital</u>	<u>Net Income</u>
MEPCO Acceptance Corporation	Encino	7,070	7,531	130	(52)
Morgan Premium Finance of California, Inc.	Fairfield	1,780	1,705	174	16
Mutual Venture Acceptance Corp.	Calabasas	0	75	75	0
Nolat Premium Finance Corporation	Anaheim	59	384	358	(4)
Opus Financial Services, Inc.	Woodland Hills	1,013	607	116	32
Pacific Coast Premium Finance Corp.	Anaheim	1,338	1,621	240	4
Pacific Premium Finance, Inc.	Anaheim	355	515	145	8
Pacific Risk & Financial Services, Inc.	Anaheim	1,407	1,502	200	24
Pinnacle Premium Acceptance corp.	Anaheim	191	238	207	(62)
Pouring Financial, Inc.	Anaheim	42	83	76	1
Preferred Payment Plan, Inc.	San Diego	433	447	(259)	(234)
Premium Financing Specialists, CA	Burbank	1,207	1,746	101	(170)
Premium Star Finance Company	Anaheim	137	162	81	1
R.I.C. Financial, Inc.	Tustin	354	537	138	(2)
Rincon Premium Finance Company	Thousand Oaks	3,206	3,180	234	100
RMT Premium Finance, Inc.	Woodland Hills	0	0	0	0
Rockridge Finance Corporation	Menlo Park	9	800	138	10
Royal Premium Budget of CA, Inc.	San Diego	290	400	101	7
Shore Acceptance Corporation	Anaheim	191	238	80	(1)
SLL Premium Finance of CA, Inc.	Anaheim	900	969	93	23
South Bay Acceptance Corporation	Torrance	4,625	5,308	567	205
Sucqua Insurance Premium Finance	Anaheim	73	123	108	(1)
Summit Premium Finance Company	El Cajon	0	78	77	(4)
Top Premium Finance Company, Inc.	Woodland Hills	317	542	255	(14)
Trade & Industries Finance Corp.	Woodland Hills	913	819	318	61
Transamerica Insurance Finance	Pleasanton	8,361	8,194	2,531	587
UPAC of California, Inc.	Alta Loma	12,756	12,761	368	200
Westchester Premium Acceptance Corp.	Huntington Beach	0	491	267	(0)
Western Agency Services, Inc.	Woodland Hills	0	617	75	0
Western Family Premium	Woodland Hills	342	584	88	(9)
Western Premium Budget Corp.	Anaheim	904	1,138	171	(3)
Western Truck Insurance Finance	Anaheim	1,836	2,473	588	129
Wincorp Incorporated	San Diego	13,291	15,175	1,382	128
N/A Not available					

## PREMIUM FINANCE COMPANIES

AS OF DECEMBER 31, 1999

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Home page/Telephone</u>
1st Choice Premium Finance Company	690 Knox Street, Suite 100	Torrance	90502	310-323-7500
AFCO Acceptance Corporation	21800 Oxnard Street	Woodland Hills	91367	818-227-3750
AICCO, Inc.	777 South Figueroa Street	Los Angeles	90017	213-689-3600
Alliance Premium Finance Company	500 North Brand Blvd. #1990	Glendale	91203	818-953-9125
American Acceptance Corporation	23251 Mulholland Drive	Woodland Hill	91365	818-591-9800
American Premium Finance, Inc.	2100 East Katella Avenue, Suite 220	Anaheim	92806	714-978-2268
APFC, Inc.	21731 Ventura Boulevard, #340	Woodland Hills	91364	818-340-0030
APFS, Inc. dba American Pioneer Financial Services	2100 East Katella Avenue, Suite 220	Anaheim	92806	714-978-2268
Arizona Premium Finance Co., Inc.	5315 Laurel Canyon Boulevard	North Hollywood	91607	
Bay Budget Plan, Inc.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Beacon Finance Corporation	21731 Ventura Boulevard, #340	Woodland Hills	91364	818-340-0030
Birch Financial, Inc.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Blue Chip Finance Corporation	21731 Ventura Boulevard	Woodland Hills	91367	818-445-5426
Bridgeport Premium Acceptance Corporation	21731 Ventura Boulevard, Suite 340	Woodland Hills	91364	818-340-0030
Brokers Premium Finance, Inc.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Cananwill, Inc.	2100 S.E. Main Street	Irvine	92614	www.cananwill.com 800-523-0719
Central Premium Finance Company	5480 East Ferguson Drive	Los Angeles	90022	323-720-8650
DBA Financial, Inc.	822 G Street	Arcata	95521	707-822-2914
Design Premium Finance, Inc.	2100 East Katella Avenue, Suite 220	Anaheim	92806	714-978-2268
Discovery Premium Finance, Inc.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Douglas Street Premium Finance Company of California	2439 West Scott Avenue	Fresno	93711	800-228-9283
Economy Premium Finance, Inc.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Emerald Premium Finance	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Empire Premium Finance Co.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Equity Premium Acceptance Corp.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Executive Finance, Inc.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
First Insurance Funding, Corp. of California	21731 Ventura Boulevard	Woodland Hills	91364	818-340-0030
Fremont Premium Finance Corporation	2020 Santa Monica Boulevard	Santa Monica	90404	310-315-3950
FPCAL, Inc.	224 Fourth Street	Manhattan Beach	90266	
Freeway Budget Plan, Inc.	1036 West Taft Avenue	Orange	92865	714-279-2525
FS Premium Finance Company	2400 Main Street	Irvine	92714	949-474-8700
GD Financial Corporation	10393 San Diego Mission Road	San Diego	92108	619-281-6200
Gemini Premium Finance Service, Inc.	5555 Garden Grove Boulevard	Westminster	92683	800-338-2560
General Agents Acceptance Corporation	23161 Lake Center Drive	Lake Forest	92630	714-978-2268



<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Home page/Telephone</u>
Hamilton Premium Finance Corp.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Ibex Financial Services, Inc.	12821 Newport Avenue	Tustin	92780-2711	714-573-5700
Imperial Premium Finance, Inc.	15303 Ventura Boulevard	Sherman Oaks	91403	818-906-1200
INAC Corp. Of California	10860 Gold Center Drive	Rancho Cordova	95670	
Infinity Acceptance Corporation	21731 Ventura Boulevard	Woodland Hills	91364	818-340-0030
Insurance Financing, Inc.	1333 South Westwood Boulevard	Los Angeles	90024	310-473-9611
Liberty Premium Finance, Inc.	12641 East 166th Street	Cerritos	90703-3190	562-926-6163
Mepco Acceptance Corporation	16027 Ventura Blvd., Suite 605	Encino	91436	818-783-9886
Morgan Premium Finance of California, Inc.	1455 Oliver Road	Fairfield	94533	
Mutual Venture Acceptance Corp.	23622 Calabasas Road, Suite 349	Calabasas	91302	818-876-8547
Nolat Premium Finance Corp.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Opus Financial Services, Inc.	21731 Ventura Boulevard, Suite 340	Woodland Hills	91364	818-340-0030
Pacific Coast Premium Finance Corp.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Pacific Premium Finance, Inc.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Pacific Risk & Financial Services, Inc.	2100 East Katella Avenue	Anaheim	92806	818-346-8700
Pinnacle Premium Acceptance Corp.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Pouring Financial, Inc.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Premium Financing Specialists of Calif., Inc.	601 South Glenoaks Boulevard	Burbank	91503-4210	www.premiumfinance.com 818-848-9430
Premium Star Finance Company	2100 East Katella	Anaheim	92806	
Preferred Payment Plan, Inc.	6405 Mira Mesa Boulevard	San Diego	92121-4120	619-678-3891
R. I. C. Financial, Inc.	2492 Walnut Avenue	Tustin	92780	714-505-8214
Rincon Premium Finance Company, Inc.	P.O. Box 1119	Thousand Oaks	91358-0119	714-505-8214
RMT PREMIUM FINANCE, INC.	21731 Ventura Boulevard	Woodland Hills	91364	818-340-0030
Rockridge Finance Corp.	3601 Haven Avenue	Menlo Park	94025	310-465-6773
Royal Premium Budget Of California, Inc.	2650 Camino Del Rio North	San Diego	92108	800-477-7889
Shore Acceptance Corp.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
SLL Premium Finance of California, Inc.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
South Bay Acceptance Corporation	435 S. Pacific Coast Highway, 3rd Floor	Redondo Beach	90503	www.sbac-finance.com 310-540-5395
Sucqua Insurance Premium Finance, Inc.	2100 East Katella Avenue	Anaheim	92806	714-978-2268
Summit Premium Finance Company	231 West Main Street	El Cajon	92020	619-401-1802
Top Premium Finance Company, Inc.	21731 Ventura Boulevard, #340	Woodland Hills	91364	818-340-0030
Trade & Industries Finance Corporation	21731 Ventura Boulevard, #340	Woodland Hills	91364	818-340-0030
Transamerica Insurance Finance Corporation California	600 Montgomery Street	San Francisco	94111	714-380-0878
UPAC of California, Inc.	3111 Camino del Rio North, Suite 400	San Diego	92108	800-886-5555
Westchester Premium Acceptance Corporation of California	17011 Beach Boulevard #900	Huntington Beach	92647	714-375-6606
Western Agency Services, Inc	21731 Ventura Boulevard	Woodland Hills	91364	818-340-0030
Western Family Premium Finance Corp.	21731 Ventura Boulevard, Suite 340	Woodland Hills	91364	818-340-0030
Western Premium Budget Corp.	2100 East Katella Avenue	Anaheim	92806	818-776-1400
Western Truck Insurance Finance, Corp.	2100 East Katella Boulevard	Anaheim	92806	714-978-2268
Wincorp Incorporated	160 West Santa Clara Street, #1190	San Jose	95113	408-286-0699

## STATEMENT OF FINANCIAL CONDITION

**AS OF DECEMBER 31, 1999**  
**(IN THOUSANDS OF DOLLARS)**

Number of institutions 20

**Assets**

Cash and due from financial institutions	\$23,094
U.S. Treasury securities	106,799
Obligations of other U.S. Government agencies and corporations	31,637
Obligations of States and political subdivisions	22,016
Other Securities	78,761
Loans	1,292
Reserve for possible loan losses	0
Bank premises, furniture and fixtures and other assets representing bank premises	42,908
Capital leases	125
Real estate owned other than bank premises	619
Investments in subsidiaries not consolidated	0
Other assets	284,317

***Total assets*** **\$591,443**

**Liabilities and capital**

Liabilities for borrowed money	\$337
Mortgage indebtedness	0
Other liabilities	160,379
Capital notes and debentures	0
Preferred stock	0
Number shares outstanding	0
Common stock	38,897
Surplus	36,273
Retained earnings and other capital reserves	355,557

***Total liabilities and equity capital*** **\$591,443**

## STATEMENT OF INCOME

**FOR THE YEAR ENDED DECEMBER 31, 1999**  
**(IN THOUSANDS OF DOLLARS)**

### Operating income

Income from fiduciary activities	\$526,543
Interest on federal funds sold	52
Interest on U.S. Treasury securities	6,522
Interest on obligations of other U.S. government agencies and corporations	5,855
Interest on obligations of states and political subdivisions of the U.S.	1,037
Interest on other securities	1,753
Interest and fees on loans	76
Other income	21,276

***Total operating income*** **\$563,114**

### Operating expenses

Salaries and employee benefits	\$126,723
Interest on borrowed money	103
Interest on capital notes	0
Occupancy expense of premises, gross	13,387
Less rental income	106
Occupancy expense of premises, net	13,281
Furniture and equipment expense	5,314
Provision for possible loan losses	0
Other operating expenses	271,506

***Total operating expenses*** **\$416,927**

Income before income taxes and securities gains or losses	\$146,187
Applicable income taxes	57,578
Income before securities gains or losses	88,609
Securities gains (losses), net	(13)
Net income before extraordinary items	88,596
Extraordinary items, net of tax effect	0
<b><i>Net income</i></b>	<b>\$88,596</b>

## SELECTED FINANCIAL DATA – TRUST COMPANIES

**AS OF DECEMBER 31, 1999  
IN THOUSANDS OF DOLLARS**

<u>Name of Trust Company</u>	<u>City</u>	<u>Total Assets</u>	<u>Equity Capital</u>	<u>Fiduciary Assets</u>
Amalgamated Trust Company	Los Angeles	1,889	1,872	2,356,828
Arrowhead Trust, Inc.	San Bernardino	3,313	1,797	98,012
Capital Guardian Trust Company	Los Angeles	280,648	214,765	154,088,214
Charles Schwab Trust Company (The)	San Francisco	23,382	21,480	21,964,398
Chicago Trust Company of California, The	San Diego	7,017	6,172	365,150
Deseret Trust Company of California	Los Angeles	924	859	24,937
Dresdner RCM Trust Company	San Francisco	1,562	1,429	144,023
Enterprise Trust & Investment Company	San Jose	3,098	2,912	458,508
Farmers & Merchants Trust Company of Long Beach	Long Beach	16,373	16,329	1,008,477
Fidelity Management Trust Company of California	Los Angeles	4,832	3,383	316,182
Fiduciary Trust International of California	Los Angeles	17,574	16,504	2,168,715
First Union Trust Company of California	San Francisco	2,317	2,296	0
Franklin Templeton Trust Company	San Mateo	16,160	13,217	20,157,905
Harris Trust Company of California	Los Angeles	8,794	7,991	1,322,903
Imperial Trust Company	Los Angeles	16,471	11,746	0
Mellon Trust of California	Los Angeles	15,405	14,580	75,413,967
Merrill Lynch Trust Company of California	San Francisco	37,569	14,558	6,233,641
Trust Company of the West	Los Angeles	113,587	66,812	6,661,592
Western Financial Trust Company	Irvine	483	468	0
Whittier Trust Company	South Pasadena	20,045	11,557	2,945,954

## CALIFORNIA STATE-CHARTERED TRUST COMPANIES

AS OF DECEMBER 31, 1999

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Home page/Telephone</u>
Amalgamated Trust Company	633 West Fifth Street	Los Angeles	90071	Daniel J. Wroblewski	213-362-1910
Arrowhead Trust, Inc.	303 East Vanderbilt Way	San Bernardino	92408	Larry R. Sharp	909-890-0211
Capital Guardian Trust Company	333 South Hope Street	Los Angeles	90071	David I. Fisher	www.capgroup.com 213-486-9200
Charles Schwab Trust Company (The)	One Montgomery Street	San Francisco	94104	Charles R. Schwab	415-403-5999
Chicago Trust Company of California, The	401 "B" Street, Suite 900	San Diego	92101	B. W. Pattishall, Jr.	www.securitytrust.com 619-239-3091
Deseret Trust Company of California	10880 Wilshire Boulevard	Los Angeles	90024	Orin R. Woodbury	310-474-8510
Dresdner RCM Trust Company	Four Embarcadero Center	San Francisco	94111	Claude N. Rosenberg, Jr.	415-954-1700
Enterprise Trust & Investment Company	15425 Los Gatos Boulevard	San Jose	95032	Marc J. Rebboah	408-358-5811
Farmers & Merchants Trust Company of Long Beach	302 Pine Avenue	Long Beach	90802	Daniel K. Walker	562-437-0011
Fidelity Management Trust Company of California	811 Wilshire Boulevard	Los Angeles	90017	R. D. Banis	213-452-7142
Fiduciary Trust International of California	444 South Flower Street	Los Angeles	90071	Ronald S. Hartwick	213-489-7400
Franklin Templeton Trust Company	1400 Fashion Island Boulevard, Suite 602	San Mateo	94402-0086	John G. Hitchcock, Jr.	www.frk.com 650-312-2372
Harris Trust Company of California	601 South Figueroa Street	Los Angeles	90017	Steven R. Rothbloom	213-239-0670
Imperial Trust Company	201 North Figueroa Street	Los Angeles	90012	Norman P. Creighton	www.imperialbank.com 213-627-5600
J.P. Morgan California	333 South Hope Street	Los Angeles	90071	George W. Rowe	213-437-9300
Mellon Trust of California	400 South Hope Street	Los Angeles	90071	David F. Lamere	213-680-7223
Meridian Trust Company of California	650 California Street	San Francisco	94108	George W. Grosz	415-986-6699
Merrill Lynch Trust Company of California	101 California Street	San Francisco	94111	David W. Chambers	415-274-7521
Trust Company of the West	865 South Figueroa Street	Los Angeles	90017	Robert A. Day	213-244-0000
Western Financial Trust Company	17911 Von Karman Avenue	Irvine	92714	William P. Foley, II	949-622-5000
Whittier Trust Company	1600 Huntington Drive South	Pasadena	91030	Arlo G. Sorensen	www.whittiertrust.com 626-441-5111

## STATEMENT OF FINANCIAL CONDITION

**AS OF DECEMBER 31, 1999**  
**(IN THOUSANDS OF DOLLARS)**

Number of institutions 57

**Assets**

Cash & due from banks	\$722,372
U.S. treasury Securities	53,738
U.S. government obligations	189,678
Foreign government securities	277,379
All other securities	708,347
Federal funds sold - U.S. branches/agencies	111,700
Federal funds sold - other U.S. banks	152,182
Federal funds sold - others	0
Total loans	24,069,402
Trading account assets	60,609
Customers liability (U.S. addressees)	173,366
Customers liability (non-U.S. addressees)	1,353
Other claims on nonrelated parties	357,966
Net due from related banks	530,346

***Total assets*** **\$27,408,438**

**Liabilities**

Total deposits and credit balances	\$5,936,976
Federal funds purchased - U.S. branches/agencies	88,500
Federal funds purchased - other U.S. banks	164,931
Federal funds purchased - others	100,621
Other borrowed money	5,705,467
Branch or agency liability on acceptances	175,727
Trading liabilities	51,649
Other liabilities from nonrelated parties	231,420
Net due to related banks	14,953,147

***Total liabilities*** **\$27,408,438**



## STATEMENT OF INCOME

**FOR THE YEAR ENDED DECEMBER 31, 1999**  
**(IN THOUSANDS OF DOLLARS)**

### Operating income

Interest and fees on loans and leases	\$1,769,410
Interest on Federal funds Sold	40,983
Income on interbank placements and CDs purchased	49,843
Income on securities purchased under resale agreement	2,422
Interest and dividends on investment securities	107,518
Service charges, commissions & fees	78,562
Net profit/loss on foreign exchange trading	14,861
Income from H/O, branches & wholly-owned subsidiaries	327,100
Other operating income	53,777

***Total operating income*** **\$2,444,476**

### Operating expenses

Salaries and employee benefits	\$120,410
Interest on time CDs of \$100,000 and over	169,939
Interest on all other deposits or credit balances	43,540
Interest expense - Federal funds purchased	58,454
Interest expense - securities sold under repurchase agreements	172
Interest on borrowings from unrelated institutions	409,454
Interest on borrowings from related institutions	1,145,090
Other operating expenses	190,335
Provision for loan losses	40,857

***Total operating expenses*** **\$2,178,251**

Income before income taxes and securities gain or losses **\$266,225**

Net securities gains or losses 223

Income before taxes 266,448

Applicable income taxes 29,884

Extraordinary item, net of tax effect 0

***Net income*** **\$236,564**

## SELECTED FINANCIAL DATA - CALIFORNIA OFFICES OF FOREIGN BANKS

**AS OF DECEMBER 31, 1999**  
**(AMOUNTS ROUNDED TO NEAREST THOUSAND)**

<u>Name of Foreign Bank</u>	<u>Type</u>	<u>City</u>	<u>Loans</u>	<u>Net due from related institutions</u>	<u>Total Assets</u>	<u>Total Deposits</u>	<u>Net due to related institutions</u>
Asahi Bank, Ltd. (The)	Nondepository Agency	Los Angeles	244,077	0	272,389	0	248,293
Banca Commerciale Italiana	Nondepository Agency	Los Angeles	379,859	0	384,517	264	382,736
Banca Di Roma	Depository Agency	San Francisco	697,467	0	1,111,516	178,983	853,517
Banco Agricola Comercial De El Salvador	Nondepository Agency	Los Angeles	0	0	3,452	0	3,321
Banco Do Brasil, S.A.	Depository Agency	Los Angeles	0	0	1,345	61	105
Bancomer Sociedad Nacional De Credito	Depository Agency	Los Angeles	381,158	0	441,399	397,102	39,900
Bank Hapoalim, B.M.	Retail Branch	San Francisco	351,667	0	364,106	4,869	356,785
Bank of Guam	Retail Branch	San Francisco	11,887	0	12,552	3,693	8,846
Bank of India	Depository Agency	San Francisco	31,102	0	36,155	2,792	33,064
Bank of Nova Scotia (The)	Depository Agency	San Francisco	2,299,531	0	2,315,487	20,720	1,768,348
Bank of Taiwan	Wholesale Branch	Los Angeles	327,536	0	409,159	58,165	74,623
Bank of Tokyo - Mitsubishi Bank, Ltd. (The)	Wholesale Branch	Los Angeles	1,671,522	0	1,725,131	52,327	1,635,917
Bank SinoPac	Wholesale Branch	Los Angeles	55,848	0	58,731	20	8,613
Banque Nationale De Paris	Wholesale Branch	San Francisco	2,644,639	0	2,775,702	2,225,537	186,927
Canadian Imperial Bank of Commerce	Nondepository Agency	Los Angeles	0	0	1,223	0	1,223
Chang Hwa Commercial Bank, Ltd.	Limited Branch	Los Angeles	370,890	0	448,700	3,382	16,581
Chekiang First Bank, Ltd.	Depository Agency	San Francisco	23,308	259,308	285,532	283,830	0
Chiao Tung Bank, Ltd.	Wholesale Branch	San Jose	172,005	0	216,297	186,229	21,503
Commerzbank, A.G.	Limited Branch	Los Angeles	0	17	75	0	0
Credit Lyonnais	Wholesale Branch	Los Angeles	883,608	0	892,064	0	891,024

<u>Name of Foreign Bank</u>	<u>Type</u>	<u>City</u>	<u>Loans</u>	<u>Net due from related institutions</u>	<u>Total Assets</u>	<u>Total Deposits</u>	<u>Net due to related institutions</u>
Dai-Ichi Kangyo Bank, Ltd. (The)	Depositary Agency	Los Angeles	1,434,057	0	1,465,958	7	1,460,001
Development Bank of Singapore Ltd. (The)	Depositary Agency	Los Angeles	1,191,469	0	1,272,450	130,252	67,842
Dresdner Bank, A.G.	Depositary Agency	Los Angeles	0	0	1,065	0	1,065
Farmers Bank of China	Limited Branch	Los Angeles	216,442	0	222,538	0	10,804
First Commercial Bank	Wholesale Branch	Los Angeles	613,962	0	746,934	96,222	51,135
Fuji Bank, Ltd. (The)	Nondepositary Agency	Los Angeles	1,847,270	0	1,968,966	9,088	1,955,039
Hanvit Bank	Nondepositary Agency	Los Angeles	164,542	0	216,378	1,521	43,922
Hua Nan Commercial Bank, Ltd.	Wholesale Branch	Los Angeles	380,407	0	581,212	55,725	39,066
Industrial Bank of Japan, Ltd. (The)	Depositary Agency	Los Angeles	475,993	0	483,588	0	483,544
Israel Discount Bank, Limited	Depositary Agency	Los Angeles	98,412	0	104,217	181	103,360
Korea Exchange Bank	Nondepositary Agency	Los Angeles	144,456	0	184,279	480	112,542
Krung Thai Bank, Ltd.	Depositary Agency	Los Angeles	6,797	0	12,941	107	12,532
Land Bank of Taiwan	Wholesale Branch	Los Angeles	145,974	0	180,727	48,347	9,789
Liu Chong Hing Bank, Ltd.	Wholesale Branch	San Francisco	18,843	38,428	96,768	95,919	0
National Bank of Canada	Nondepositary Agency	San Francisco	0	0	0	0	0
Oversea-Chinese Banking Corporation Limited	Depositary Agency	Los Angeles	53,405	0	54,874	42	54,698
Overseas Union Bank, Ltd.	Depositary Agency	Los Angeles	186,473	0	191,766	26,104	163,627
P.T. Bank Bali	Depositary Agency	Los Angeles	4,072	0	7,815	2	2,547
P.T. Bank Niaga	Depositary Agency	Los Angeles	3,653	0	45,990	1,618	44,259
Paribas	Nondepositary Agency	Los Angeles	710,863	0	728,235	183	721,982
Philippine Commercial International Bank	Depositary Agency	Los Angeles	0	0	14,503	1,030	10,093
Philippine National Bank	Wholesale Branch	Los Angeles	5,350	0	47,309	5,713	41,570

<u>Name of Foreign Bank</u>	<u>Type</u>	<u>City</u>	<u>Loans</u>	<u>Net due from related institutions</u>	<u>Total Assets</u>	<u>Total Deposits</u>	<u>Net due to related institutions</u>
Sakura Bank, Ltd. (The)	Nondepository Agency	Los Angeles	679,772	0	688,099	0	686,278
Sanwa Bank, Limited (The)	Wholesale Branch	Los Angeles	1,311,148	0	1,382,542	0	1,143,171
Shanghai Commercial Bank, Ltd.	Wholesale Branch	San Francisco	117,702	213,359	353,310	343,707	0
Shizuoka Bank, Ltd. (The)	Wholesale Branch	Los Angeles	639,325	889	1,022,942	915,697	0
Societe Generale	Limited Branch	Los Angeles	0	0	2,182	0	2,182
Standard Chartered Bank	Wholesale Branch	Los Angeles	190	18,345	23,112	18,120	0
State Bank of India	Depository Agency	Los Angeles	91,075	0	93,669	354	87,110
Sumitomo Bank, Limited (The)	Wholesale Branch	Los Angeles	1,440,479	0	1,725,597	518,806	71,693
Taipei Bank	Wholesale Branch	Los Angeles	205,884	0	275,765	34,232	15,995
Taiwan Business Bank	Wholesale Branch	Los Angeles	169,717	0	175,375	71,171	12,234
Thai Farmers Bank, Ltd.	Nondepository Agency	Los Angeles	2,568	0	70,422	2	69,943
Tokai Bank, Ltd. (The)	Nondepository Agency	Los Angeles	686,467	0	699,273	0	690,237
United Mizrahi Bank Ltd.	Retail Branch	Los Angeles	78,632	0	101,375	68,868	29,782
United Overseas Bank Limited	Depository Agency	Los Angeles	201,104	0	208,341	3,089	204,195
United World Chinese Commercial Bank	Depository Agency	Los Angeles	196,795	0	202,389	72,415	19,584

## FOREIGN (OTHER NATION) BANK AGENCY AND BRANCH OFFICES

**AS OF DECEMBER 31, 1999**

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Home Page Telephone</u>
Asahi Bank, Ltd., The	350 South Grand Avenue	Los Angeles	90071	Kenji Tanaka	213-473-3300
Banca Commerciale Italiana	555 South Flower Street	Los Angeles	90071	Jack Wityak	213-624-0440
Banca di Roma	One Market Street	San Francisco	94105	Claudio De Luca	415-357-0800
Banco Agrícola Comercial de El Salvador	1133 South Vermont Avenue	Los Angeles	90006	Oscar M. Rojas	213-388-3143
Banco Do Brasil, S.A.	811 Wilshire Boulevard	Los Angeles	90017	Antonio A. Bomfin	213-688-2996
Bancomer, S.A.	444 South Flower Street	Los Angeles	90071	Jose A. Padilla	213-489-7245
Bank Hapoalim B.M.	250 Montgomery Street	San Francisco	94104	David Cohen	415-989-9940
Bank of Guam	400 Montgomery Street	San Francisco	94104	Shirley Quitugua	415-392-1670
Bank of India	555 California Street	San Francisco	94104	J.N. Patil	415-956-6326
Bank of Nova Scotia, The	580 California Street	San Francisco	94111	James S. York	415-986-1100
Bank of Taiwan	601 South Figueroa Street	Los Angeles	90017	Maw-Yan Lin	213-629-6600
Bank of Tokyo-Mitsubishi, Limited, The	777 South Figueroa Street	Los Angeles	90017	Ikuzo Sugiyama	213-488-3700
Bank SinoPac	350 S Grand Ave., Suite 3070	Los Angeles	90071	Nelson Wang	213-437-4877
Banque Nationale de Paris	180 Montgomery Street	San Francisco	94104	Francois Denis	415-956-0707
Canadian Imperial Bank of Commerce	350 South Grand Avenue	Los Angeles	90071	Paul Chakmak	213-617-6200
Chang Hwa Commercial Bank, Ltd.	333 South Grand Avenue	Los Angeles	90071	Ching-Ching Lin	213-620-7200
Chekiang First Bank, Limited	360 Pine Street	San Francisco	94104	Becky Mo	415-434-0783
Chiao Tung Bank Co., Ltd.	333 West San Carlos Street	San Jose	95110	Y.S. Chiu	408-283-1888
Commerzbank Aktiengesellschaft	633 West Fifth Street	Los Angeles	90071	Christian Jagenberg	213-623-8223
Credit Lyonnais	515 South Flower Street	Los Angeles	90071	Dianne Scott	213-362-5900
Dai-Ichi Kangyo Bank, Ltd., The	555 West Fifth Street	Los Angeles	90013	Takuo Yoshida	213-243-4700
Development Bank of Singapore, Ltd.	445 South Figueroa Street, Suite 2550	Los Angeles	90071	Suen-Ming Lee	213-627-0222
Dresdner Bank, A.G.	333 South Grand Avenue	Los Angeles	90017	John C. Siciliano	213-473-5400
Farmers Bank of China, The	601 South Figueroa Street	Los Angeles	90017	George C. Lin	213-489-3972
First Commercial Bank (Incorporated in Taiwan, R.O.C.)	515 South Flower Street	Los Angeles	90071	June S. Lu	213-362-0200
Fuji Bank, Ltd., The	333 South Hope Street	Los Angeles	90071	Kazuo Kamio	213-680-9855

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Home Page Telephone</u>
Hanvit Bank	3360 W. Olympic Boulevard	Los Angeles	90017	Sang H. Kim	213-620-0747
Hua Nan Commercial Bank, Ltd.	707 Wilshire Boulevard	Los Angeles	90017	Kemp Chen	213-362-6666
Industrial Bank of Japan, Ltd., The	350 South Grand Avenue	Los Angeles	90071	Kazutoshi Kuwahara	213-628-7241
Israel Discount Bank Limited	206 North Beverly Drive	Beverly Hills	90210	Yoav Peled	310-275-1411
Korea Exchange Bank	777 South Figueroa Street	Los Angeles	90017-5828	Young C. Kim	213-683-0830
Krung Thai Bank Public Company Limited	707 Wilshire Boulevard	Los Angeles	90017	Chai Hongvisitkul	213-488-9897
Land Bank of Taiwan	811 Wilshire Boulevard	Los Angeles	90017	Mayor Chen	213-532-3789
Liu Chong Hing Bank, Ltd.	601 California Street	San Francisco	94108	Ki H. Chan	415-433-6404
National Bank of Canada	725 South Figueroa Street	Los Angeles	90017	David Shaw	213-629-3300
Oversea-Chinese Banking Corporation, Limited	660 South Figueroa Street	Los Angeles	90017	Eddie Lau	213-624-1189
Overseas Union Bank Limited	777 South Figueroa Street	Los Angeles	90017	Hoong Chen	213-624-3187
P.T. Bank Bali	601 South Figueroa Street	Los Angeles	90017-5722	Thomas Arafin	213-627-3322
P.T. Bank Niaga	660 South Figueroa Street	Los Angeles	90017	Romit Basu	213-362-1453
Paribas	2029 Century Park East	Los Angeles	90067	Harry N. Collyns	310-551-7300
Philippine Commercial International Bank	660 South Figueroa Street	Los Angeles	90017	Jose B. Colayco, Jr.	213-626-0461
Philippine National Bank	3345 Wilshire Boulevard	Los Angeles	90010-1910	Nelson V. Javier	213-386-4454
Sakura Bank, Limited, The	515 South Figueroa Street	Los Angeles	90071	Hidekazu Akimoto	213-680-2900
Sanwa Bank, Limited, The	601 South Figueroa Street	Los Angeles	90017	Tadahiko Kanayama	213-896-7000
Shanghai Commercial Bank, Limited	231 Sansome Street	San Francisco	94104	Walter O. Lam	415-433-6700
Shizuoka Bank, Ltd., The	801 South Figueroa Street	Los Angeles	90017	Akihiro Nakamura	213-622-3233
Societe Generale	2029 Century Park East	Los Angeles	90067	J. B. Shaum	310-788-7100
Standard Chartered Bank	707 Wilshire Boulevard	Los Angeles	90017	Paul A. Jonson	www.stanchart.com 213-330-8800
State Bank of India	707 Wilshire Boulevard	Los Angeles	90017	Bhaskar D. Sumitra	213-623-7250
Sumitomo Bank, Limited, The	555 California Street	San Francisco	94104	Kozo Masaki	415-616-3000
Taipei Bank	700 South Flower Street	Los Angeles	90017	Jason C. Chen	213-236-9151
Taiwan Business Bank	633 West Fifth Street	Los Angeles	90071	Mou-Tie Yee	213-892-1260
Thai Farmers Bank Public Company Limited	350 South Grand Avenue	Los Angeles	90071	Suvichai Kueworakulchai	213-680-9331
Tokai Bank, Ltd., The	300 South Grand Avenue	Los Angeles	90071	Sadao Akiyama	213-972-8400
United Mizrahi Bank, Ltd.	611 Wilshire Boulevard	Los Angeles	90017	Jacob Wintner	213-362-2999
United Overseas Bank Limited	911 Wilshire Boulevard	Los Angeles	90017	David Loh	213-623-8042
United World Chinese Commercial Bank	555 West Fifth Street	Los Angeles	90013	Shihchen J. Jao	213-243-1234



## FOREIGN (OTHER NATION) BANK REPRESENTATIVE OFFICES

**AS OF DECEMBER 31, 1999**

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Home Page Telephone</u>
ABN Amro Bank N.V.	300 South Grand Avenue	Los Angeles	90071	Catheryn Fuller	213-687-2050
Allied Irish Bank	777 South Figueroa Street	Los Angeles	90017-2513	Warren J. Guinane	310-530-2775
Arab Banking Corporation (B.S.C.)	555 South Flower Street	Los Angeles	90071	Richard Whelan	213-689-0121
Banca Nazionale del Lavoro, S.p.A.	660 South Figueroa Street	Los Angeles	90017	Ludovico Vittoria	213-622-1400
Bank Austria AG	50 California Street, 39th Floor	San Francisco	94111	Jack R. Bertges	415-788-1371
Bank Hapoalim B.M.	5900 Wilshire Boulevard	Los Angeles	90036	Chaya Rub	323-937-2322
Bank Julius Baer & Co., Ltd.	1900 Avenue of the Stars	Los Angeles	90067	Pius Kampfen	213-286-0201
Bank of Montreal	601 South Figueroa Street	Los Angeles	90017	Craig Ingram	213-239-0600
Bank of Scotland	660 South Figueroa Street	Los Angeles	90017	J.C. Wilson	213-629-3057
Barclays Bank PLC	388 Market Street	San Francisco	94111	Andrew Wynn	415-765-4700
CARIPLO-Cassa di Risparmio dell Provincie Lombarde S.p.A.	One Embarcadero Center	San Francisco	94111	Joseph A. Raffetto	415-439-6780
Credit Agricole Indosuez	101 California Street	San Francisco	94111	Marcy C. Lyons	415-391-0810
Deutsche Bank, AG	50 California Street	San Francisco	94111	Ross A. Howard	415-439-5225
Industrial Bank of Japan, Ltd., The	One Market, Spear Tower, Suite 1610	San Francisco	94105-1000	Takahide Akiyama	415-981-3131
KBC Bank N.V.	515 South Figueroa Street	Los Angeles	90071	Thomas G. Jackson	213-624-0401
Mitsubishi Trust and Banking Corporation, The	801 South Figueroa Street	Los Angeles	90017	Kazuaki Kido	213-488-9003
Natexis Banque	660 South Figueroa Street	Los Angeles	90017	Daniel Touffu	213-627-8677
Paribas	101 California Street, Suite 3150	San Francisco	94111	Harry N. Collyns	415-398-6811
Rabobank Nederland	4 Embarcadero Center	San Francisco	94111-4057	Elizabeth Hund	415-986-4258
San Paolo IMI Bank	444 South Flower Street	Los Angeles	90071	Donald W. Brown	213-489-3100
Siam Commercial Bank PCL	601 South Figueroa Street, Suite 3575	Los Angeles	90017	Jose A. Crestejo	213-614-1805
Societe Generale	Four Embarcadero Center, Suite 1200	San Francisco	94111	David A. Grant	415-646-7200
Sumitomo Trust & Banking Company, Limited, The	333 South Grand Avenue	Los Angeles	90071	Akifumi Shizoaki	213-629-3191
UniCredito Italiano SpA	500 South Grand Avenue	Los Angeles	90071	Riccardo Gallo	213-622-2787
Westdeutsche Landesbank Girozentrale	633 West Fifth Street	Los Angeles	90071	Robert F. Edmonds	213-623-0009

## FOREIGN (OTHER STATE) BANKS WITH FACILITIES

AS OF DECEMBER 31, 1999

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Home Page Telephone</u>
A.G. Edwards Trust Company	2180 Harvard Street	Sacramento	95815	Shanise Evans	916-927-4444
American Express Bank, Ltd.	180 Montgomery Street	San Francisco	94104	Andrew Chiu	415-398-0750
American Express Trust Company	2200-B Douglas Boulevard, Suite 200	Roseville	95661	Alan D. Morgenstern	612-671-2591
American Sterling Bank, A N.A.	1 Sterling	Irvine	92618	John Tolley	949-588-5000
Arizona Bank	14 Auto Mall Drive	Irvine	92718	Rocky Chandler	949-472-0509
Bank of Hawaii dba Pacific Century Trust	16030 Ventura Boulevard	Encino	91436-4478	Joseph Cochran	818-379-1215
Bank of New York (The)	10990 Wilshire Boulevard	Los Angeles	90024	Bruce Miller	310-996-8650
Bank One, Arizona, N.A.	4695 MacArthur Court #1550	Newport Beach	92660-1871	Frank Bonder	949-224-4300
BankBoston, N.A.	435 Tasso Street	Palo Alto	94301	Michelle A. McKay	415-853-0960
Bankers Trust (Delaware)	300 South Grand Avenue	Los Angeles	90071	Peter H. Haggerty	213-620-8100
Bankers Trust Company	Three Park Plaza, 16th Floor	Irvine	92714	Sandra L. West	714-253-7500
Bessemer Trust Company, N.A.	601 South Figueroa Street	Los Angeles	90017-5752	Donald J. Herrema	213-892-0900
Boston Safe Deposit and Trust Company	One Embarcadero Center	San Francisco	94111	Phyllis I. Miyagawa	415-397-0600
Chase Manhattan Bank (The)	1800 Century Park East	Los Angeles	90067	Joseph Bielawa	310-788-5611
Chase Manhattan Bank USA, N.A.	3700 State Street, #110	Santa Barbara	93105	Mary M. Martin	805-898-3888
City National Bank	17748 Skypark Boulevard	Irvine	92614	Dave Vida	www.citynationalbank.com 949-225-1900
Comerica Bank	1920 Main Street	Irvine	2714	Kim E. Fulgenzi	www.comerica.com 949-476-1933
Depository Trust Company (The)	100 Pine Street, Sixth Floor	San Francisco	94111	Michael Miklas	www.dtc.org 415-693-4800
Dial Bank	2525 Cherry	Signal Hill	90806	Steve R. Wagner	
Fiduciary Trust Company International	444 South Flower Street	Los Angeles	90071-2961	Karen Cruz	www.fiduciarytrust.com 213-489-7400
First Hawaiian Bank	234 E. Colorado Blvd., #810	Pasadena	91101-2201	John Hamilton	626-396-0340
First National Bank of Chicago (The)	777 South Figueroa Street	Los Angeles	90017	Gloria Loving	213-683-4900
First Security Bank, N.A.	23201 Lake Center Drive, Suite 301	Lake Forest	92630	Greg Erikson	949-465-1920

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Home Page Telephone</u>
First Union National Bank	707 Wilshire Boulevard	Los Angeles	90017	Bill Quinn	213-627-7081
Harris Trust & Savings Bank	601 South Figueroa Street	Los Angeles	90017	213-239-0600	
HSBC Bank USA	525 Market Street, 25th Floor	San Francisco	94105	Gary J. Schroeder	415-396-8377
LaSalle Bank, N.A.	3111 North Tustin Avenue	Orange	92965-1750	David Hanighen	714-282-3898
Mellon Bank, N.A.	400 South Hope Street, 5th Floor	Los Angeles	90071	Benjamin Pester	www.mellon.com 213-553-9566
Merrill Lynch Trust Company	101 California Street, Suite 1310	San Francisco	94104	Janelle Ellis	415-274-7521
Morgan Guaranty Trust Company of New York	333 South Hope Street	Los Angeles	90071	George W Rowe	213-489-9300
Neuberger & Berman Trust Company	1999 Avenue of the Stars	Los Angeles	90067	Elizabeth Mathieu	310-843-4949
Norwest Bank Minnesota, N.A.	36 Executive Park	Irvine	92614	Paul DeGruccio	612-667-7837
Offitbank	160 Sansome Street	San Francisco	94111	Albert C. Bellas	212-758-7600
PNC Bank, N.A.	465 North Halstead Street	Pasadena	91107-3144	Thomas R. Moore	www.pncbank.com 213-488-9430
Provident Bank, The	595 Market Street, Suite 2500	San Francisco	94105	Greg Erickson	415-495-1421
Providian National Bank	2109 West Burbank Boulevard	Burbank	91506	Ronald L. Claveloux	818-702-0755
Southwest Guaranty Trust Company, N.A.	2740 Fulton Avenue, Suite 109	Sacramento	95821	Catherine West	916-485-9755
State Street Bank and Trust Company	One Market Street, Steuart Tower, 17th Floor	San Francisco	94105	Michele Christian	415-836-9814
UMB Bank, N.A.	100 South Ellsworth	San Mateo	94401	David D. Miller	650-696-3172
Union Planters Bank, N.A.	101 Pacifica, Suite 270	Irvine	92618	Janice Morford	949-753-7860
United States Trust Company	10 Lombard Street	San Francisco	94111	Lucia B Santini	415-433-1068
United States Trust Company of New York	515 South Flower Street	Los Angeles	90071-2291	Kevin T. O'Brien	213-488-4045
Zions First National Bank	1990 No Colorado Blvd.	Walnut Creek	94596	Ruth M DeFrates	925-256-4547

## STATEMENT OF FINANCIAL CONDITION

**AS OF DECEMBER 31, 1999**  
**(IN THOUSANDS OF DOLLARS)**

Number of institutions 4

**Assets**

Cash and due from banks	\$58,260
Securities	509,642
Federal funds sold	41,500
Loans & leases (net)	1,506,422
Less: loan loss reserves	(13,657)
Other real estate owned	793
Bank premises, equipment, etc.	11,652
Other assets	46,471

***Total assets*** **\$2,161,083**

**Liabilities and capital**

Total deposits	\$1,752,534
Other borrowed money	218,890
Other liabilities	7,193
Equity capital	182,466

***Total liabilities and capital*** **\$2,161,083**

## STATEMENT OF INCOME

**FOR THE YEAR ENDED DECEMBER 31, 1999**  
**(IN THOUSANDS OF DOLLARS)**

### Interest income

Loans	\$110,409
Deposits and investment securities	22,915
Mortgage pool securities	11,832
Amortization of deferred gains on asset hedges	0
<i><b>Total interest income</b></i>	<i><b>\$145,156</b></i>

### Interest expense

Deposits	\$75,591
Borrowings	5,745
Subordinated notes	0
<i><b>Total interest expense</b></i>	<i><b>\$81,336</b></i>

Net interest income	\$63,820
Provision for loan loss	743

### Noninterest income

Service fees and charges	\$5,723
Sale of assets	6,552
All other noninterest income	1,516
<i><b>Total noninterest income</b></i>	<i><b>\$13,791</b></i>

### Noninterest expense

Salaries	\$16,794
Premises and fixed assets	6,591
Other noninterest expense	8,657
<i><b>Total noninterest expense</b></i>	<i><b>\$32,042</b></i>

Income before income taxes and extraordinary items	\$44,826
Income tax	18,901
Income before extraordinary items	25,925
Extraordinary items	0
<i><b>Net income</b></i>	<i><b>\$25,925</b></i>

## PROFILE OF STATE-CHARTERED SAVINGS AND LOAN ASSOCIATIONS

(IN MILLIONS OF DOLLARS)

<u>PERIOD ENDING</u>	<u>12/31/1997</u>	<u>12/31/1998</u>	<u>12/31/1999</u>
Number of Savings and Loan Associations	6	6	4
Loans & Leases (Net)*	1,675.5	1,723.9	1,506.4
Reserve for loans	16.4	15.8	13.7
Total Assets	2,343.8	2,631.7	2,161.1
Total Deposits	2,137.4	2,369.3	1,752.5
Total Equity Capital	177.4	199.7	182.5
Noncurrent Loans & Leases**	5.0	4.9	2.7
Total Past Due Loans & Leases***	14.8	10.5	6.5
Other Real Estate Owned	1.8	0.8	0.2
Interest Earned	166.1	181.2	145.2
Interest Expense	91.9	99.1	81.3
Net Interest Income	74.2	82.1	63.8
Noninterest Income	11.2	15.5	13.8
Loan Loss Provision	1.5	1.0	0.7
Noninterest Expense	46.0	51.7	32.0
Net Income	22.6	26.3	25.9
Return on Assets	0.96	1.00	1.20
Return on Equity	12.73	13.19	14.21
Net Interest Margin	3.17	3.12	2.95
Loans & Leases/Deposits	78.39	72.76	85.96
Loans & Leases/Assets	71.49	65.50	69.71
LLR/Total Loans	0.98	0.92	0.91
Equity Capital/Assets	7.57	7.59	8.44
Noncurrent Loans & Leases/Total Loans & Leases**	0.30	0.28	0.18
Total Past Due Loans & Leases/Total Loans & Leases	0.88	0.61	0.43
Reserves for Loans/Noncurrent Loans & Leases**	325.32	325.16	498.25

\* Net of unearned income.

\*\* Noncurrent loans & leases are loans & leases past due 90 days or more and nonaccruals.

\*\*\* Includes noncurrent loans & leases plus loans & leases 30-89 days delinquent.



## SELECTED FINANCIAL DATA - STATE-CHARTERED SAVINGS AND LOAN ASSOCIATIONS

**AS OF DECEMBER 31, 1999  
IN THOUSANDS OF DOLLARS**

<u>Name of Bank</u>	<u>Location</u>	<u>Loans &amp;</u>		<u>Deposits</u>	<u>Capital</u>	<u>Net</u>		<u>ROA</u>	<u>ROE</u>
		<u>Assets</u>	<u>Leases</u>			<u>Income</u>			
El Dorado Savings Bank	Placerville	827,458	357,657	743,243	80,872	9,734		1.18	12.04
Luther Burbank Savings	Santa Rosa	979,579	901,061	757,661	79,897	13,041		1.33	16.32
Malaga Bank, S.S.B	Palos Verdes Estates	242,138	210,978	178,884	15,877	2,315		0.96	14.58
Westcoast Savings & Loan Association	Seal Beach	111,908	36,726	72,746	5,820	835		0.75	14.35

## CALIFORNIA STATE-CHARTERED SAVINGS & LOAN ASSOCIATIONS

**AS OF DECEMBER 31, 1999**

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Home page/Telephone</u>
El Dorado Savings Bank	4040 El Dorado Road	Placerville	95667-8238	Thomas Meuser	530-622-1402
Luther Burbank Savings	804 - 4th Street	Santa Rosa	95404	George Mancini	707-578-9216
Malaga Bank, S.S.B.	2514 Via Tejon	Palos Verdes Estates	90274	R.E Allan	<a href="http://www.malagabank.com">http://www.malagabank.com</a> 310-375-9000
Westcoast Savings & Loan Association	3020 Old Ranch Parkway	Seal Beach	90740	Richard S. Crowley	562-795-5998

## OUT-OF-STATE SAVINGS AND LOAN ASSOCIATIONS AUTHORIZED TO CONDUCT BUSINESS IN CALIFORNIA

**AS OF DECEMBER 31, 1999**

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZIP</u>	<u>Home page/Telephone</u>
ADP Savings Association	1400 Montefino Avenue	Diamond Bar	91765	909-612-6150

## TRANSMITTERS OF MONEY ABROAD

AS OF DECEMBER 31, 1999

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>State</u>	<u>ZipCode</u>	<u>Principal Officer</u>	<u>Home page/Telephone</u>
American Express Travel Related Services Company, Inc.	200 Vesey Street	New York	NY	10285-4775	Anne Schepp	212-640-5100
Amparo's Foreign Exchange, Inc.	233 Sansome Street	San Francisco	CA	94104	Alaine M. Gallanosa	415-362-0426
Anh Minh Money Transfer, Inc.	9211 Bolsa Avenue, Suite 104	Westminster	CA	92683	Lu Tran	714-893-4348
Associated Foreign Exchange, Inc.	201 Sansome Street	San Francisco	CA	94104	Fred Kunik	www.afex.com 415-781-7683
Bancomer Transfer Services, Inc.	16825 Northchase Drive	Houston	TX	77060-2544	Moises Jaimes	281-765-1500
BancoSal, Inc.	1054 North Western Avenue	Los Angeles	CA	90029	Sonia Salgado	323-468-0366
Banmetropolitano Corporation, a Non-bank Affiliate of Banco Metropolitano	1101 South Vermont Avenue	Los Angeles	CA	90006	Jose D. Rizzo	213-427-7622
BPI Express Remittance Corporation	2233 Gellert Boulevard	South San Francisco	CA	94080	Eugenio Lotho	650-878-0292
Comercial dos Acores, Inc.	2-B North 33rd Street	San Jose	CA	95116	Carlos A. Reis	408-251-8081
Del Agro Corporation USA	184 South Vermont	Los Angeles	CA	90004	Luis Cordon	213-637-9730
Dolex Dollar Express, Inc.	700 Highlander Blvd., Suite 450	Arlington	TX	76015	Raul Limon	817-548-4700
Dollar America Exchange, Inc.	2000 Wyatt Drive	Santa Clara	CA	95055	Ben Javellana	408-748-9711
Ecuaworld Travel Agency, Inc.	3023 West Sixth Street	Los Angeles	CA	90020	Jose I. Viteri	213-388-1990
Espirito Santo E Comercial de Lisboa, Inc.	1638 Alum Roack Avenue	San Jose	CA	95116	Francisco A. Da Costa Lobo	408-729-5898
FEBTC Speed Remittance, Inc.	333 Gellert Boulevard	Daly City	CA	94015	Theresa Urrutia	650-757-5578
FinMex, Inc.	315 West 9th Street	Los Angeles	CA	90015	David Granades	213-489-3751
Foreign Exchange Limited	1108 East 17th Street	Santa Ana	CA	92701	Fred Kunik	714-569-0300
Giromex, Inc.	2635 Camino del Rios	San Diego	CA	92108	Juan C. Lebrija	619-688-9800
Grace Foreign Exchange Corporation	870 Market Street	San Francisco	CA	94102	Cyrus C. Santa Maria	415-956-2860
Integrated Payment Systems Inc.	6200 South Quebec Street	Englewood	CO	80111	Phyllis Skene-Stimac	303-488-8237

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>State</u>	<u>ZipCode</u>	<u>Principal Officer</u>	<u>Home page/Telephone</u>
International Money Transmissions Systems, Inc.	1554 So Western Avenue	Los Angeles	CA	90006	Hugo Davila	323-731-3426
LBC Mabuhay USA Corporation	362 East Grand Avenue	South San Francisco	CA	94080	Hugo Bonilla	650-873-0750
Le's Intercontinental Money Transfer, Inc.	14546 Brookhurst Street	Westminster	CA	92683	Stephanie Truong	714-839-0822
Lucky Money, Inc.	1111 Mission Street	San Francisco	CA	94103	Rene Medina	415-864-8367
Maniflo Money Exchange, Inc.	1442 Highland Avenue	National City	CA	91950	Florino Agpaoa	619-474-1547
MoneyGram Payment Systems, Inc.	7401 West Mansfield Avenue	Lakewood	CO	80235	Philip Milne	800-926-9400
Multivalores, Inc.	Multivalores, Inc.	Los Angeles	CA	90005	Enrique Orellana	213-427-8950
Naunihal Currency Exchange, Inc.	30030 Mission Boulevard	Hayward	CA	94544	Sarab Sandhu	
Occidente Corporation, USA	741 South Vermont Avenue	Los Angeles	CA	90005	Carlos Donis	213-385-8578
Order Express, Inc.	3934 W. 26th Street, #202	Chicago	IL	60623	Fernando Miranda	773-257-0333
Orlandi Valuta, Inc.	6200 So. Quebec Street	Englewood	CO	80111	Phyllis Skene-Stimac	303-488-8237
Pan Asian Currency Exchange Corporation	1939 Alum Rock Avenue	San Jose	CA	95116	Anita L Papa	408-251-1250
PCI Express Padala, Inc.	215 South Vermont Street	Los Angeles	CA	90004	Rodolfo Aquino	213-229-4404
Pekao Trading Corporation	2 Park Avenue	New York	NY	10016	Leszek Kropiwnicki	212-684-5320
PNB Remittance Centers, Inc.	3345 Wilshire Boulevard	Los Angeles	CA	90010	Rommel R. Garcia	323-802-8050
RCBC California International, Inc.	39 St. Francis Square	Daly City	CA	94015	Jose Santos	650-757-0500
Regent Forex, Inc.	2242 Fair Park Avenue	Los Angeles	CA	90041	Milo Chua	323-665-8810
RIA Telecommunications Inc.	575 Lexington Avenue	New York	NY	10022	Al McCown	212-754-1750
Ruesch International Inc.	608 Fifth Avenue	New York	NY	10017-5090	Otto J. Ruesch	www.ruesch.com 213-977-2700
Serfin Funds Transfer, Inc.	1000 South Fremont	Alhambra	CA	91803	Richard Stevenson	626-457-3084
Servicio UniTeller, Inc.	6 Prospect Street	Midland Park	NJ	7432	D. Z Ezekowitz	201-251-8771
Sonali Exchange Co. Inc.	211 East 43rd Street	New York	NY	10017	Musharraf H. Bhuiyan	212-808-0791
Thomas Cook Currency Services Inc.	Scotia Plaza	Toronto	Ont.	M5C 2W1	Lisa Douglas	416-359-3700
Thomas Cook Inc.	Scotia Plaza	Toronto	Ont.	M5C 2W1	Lisa Douglas	416-359-3700
Totta & Acores, Inc.	1644 Alum Rock Avenue	San Jose	CA	95116-1303	Paolo Santos	408-929-8993
U.S. Tour & Remittance Inc.	2483 Alvin Avenue	San Jose	CA	95121	Dong Huynh	408-270-9890

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>State</u>	<u>ZipCode</u>	<u>Principal Officer</u>	<u>Home page/Telephone</u>
Vigo Remittance Corporation	33 West 46th Street	New York	NY	10036	Helio Gusmao	212-921-1522
Western Union Financial Services, Inc.	6200 S. Quebec Street	Englewood	CO	80111	Phyllis Skene-Stimac	303-488-8000

## ISSUERS OF PAYMENT INSTRUMENTS

### AS OF DECEMBER 31, 1999

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>State</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Home page/Telephone</u>
American Express Travel Related Services Company, Inc.	200 Vesey Street	New York	NY	10285-4775	Dave Whittman	212-640-5100
Comdata Network	5301 Maryland Way	Brentwood	TN	37027	Michael Sheridan	615-370-7000
Continental Express	1108 East	Santa Ana	CA	92701	Fred Kunik	714-569-0300
Money Order Co. Inc.	17th Street					
Integrated Payment Systems Inc.	6200 South Quebec St.	Englewood	CO	80111	Phyllis Skene-Stimac	303-488-8000
Mid-America Money Order Co.	11001 Bluegrass Parkway	Louisville	KY	40299	Marlene Hogan	303-980-3293
MoneyGram Payment Systems, Inc.	7401 West Mansfield Ave.	Lakewood	CO	80235	Philip Milne	800-926-9400
PayMyBills.com, Inc.	55 South Lake Ave., Suite 400	Pasadena	CA	91101	John P. Tedesco, Jr.	www.paymybills.com 626-229-3100
Travelers Express Company Philip Milne	1550 Utica Avenue South 612-591-3000		Minneapolis		MN	55416
Vigo Remittance Corporation	33 West 46th Street	New York	NY	10036	Helio Gusmao	212-921-1522
Wells Fargo & Company	633 Folsom Street	San Francisco	CA	94107	Paul Shimotake	415-396-1788
Western Union Financial Services, Inc.	6200 S. Quebec Street	Englewood	CO	80111	Phyllis Skene-Stimac	303-488-8000

## ISSUERS OF TRAVELERS CHECKS

### AS OF DECEMBER 31, 1999

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>State</u>	<u>ZIP</u>	<u>Principal Officer</u>	<u>Telephone</u>
American Express Travel Related Services Company, Inc.	200 Vesey Street	New York	NY	10285-4775	Dave Whittman	212-640-5100
Citicorp Services, Inc.	Citicorp Plaza - Ninth Floor	Chicago	IL	60631	Helen Roppel	312-977-5000
Interpayment Services, Ltd.	Scotia Plaza, 100 Yonge St	Toronto	Ont.	M5C 2W1	Lisa Douglas	416-981-2192
Societe Francaise du Cheque du Voyage	c/o American Express Company	New York	NY	10285-4775	Ann Schepp	213-640-5100
Thomas Cook Australia PTY, Ltd.	Scotia Plaza, 100 Yonge St	Toronto	Ont.	M5C 2W1	Lisa Douglas	416-981-2192
Thomas Cook, Inc.	Scotia Plaza, 100 Yonge St	Toronto	Ont.	M5C 2W1	Lisa Douglas	416-981-2192
Travellers Cheque Associates, Ltd.	c/o American Express Company	New York	NY	10285-4775	Ann Schepp	212-640-5100

## BUSINESS AND INDUSTRIAL DEVELOPMENT CORPORATION

### AS OF DECEMBER 31, 1999

<u>Name</u>	<u>Address</u>	<u>City</u>	<u>ZipCode</u>	<u>Principal Officer</u>	<u>Telephone</u>
State Assistance Fund for Enterprise, BIDCO	1626 Fourth Street	Santa Rosa	95404-4020	Mary Jo Dutra	707-577-8621

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John Paulus  
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**SOURCES**

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DEPARTMENT OF FINANCIAL INSTITUTIONS 1999 ANNUAL REPORT

